

GiveOUT Patron Prospectus FY24

An invitation to join us in revolutionising
funding for LGBTIQ+ communities in Australia

giveout.org.au

giveoutday.org.au



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Image: GiveOUT Day 2023 Ambassadors

An invitation from our **CEO and Chair**

If we are to tackle the challenges and barriers still facing vulnerable members of the LGBTIQ+ community in Australia - poorer mental health, isolation, homelessness, and social and economic marginalisation - we must adequately resource and increase the capacity of the LGBTIQ+ organisations best placed to do so. GiveOUT exists to mobilise more funding to, and improve outcomes for, LGBTIQ+ communities in Australia.

Since our inception in 2016, we have distributed over \$2 million to the LGBTIQ+ community sector, with incredible growth in the last few years. In the 2023 calendar year alone, we distributed \$775,000 via GiveOUT Day, Amplify Pride Fund and Sydney World Pride one-off grants. As you will see in this prospectus, the impact extends beyond the numbers to real stories from those working on the ground directly with marginalised LGBTIQ+ communities across Australia.

GiveOUT is seeking support from a select group of Patrons, who share our leadership, values and vision for thriving and equal LGBTIQ+ communities. Our Patrons form the backbone of our movement, with each Patron making an annual donation of \$5,000 to fund our operations. In return, the GiveOUT team will work hard to achieve our goal of mobilising \$1 million for the LGBTIQ+ community in 2024 and growing this each year. We would be honoured to have you join our journey, in growing the pot of gold under the rainbow.



Em Scott
GiveOUT CEO
em@giveout.org.au



Georgia Mathews
GiveOUT Chair
georgia@giveout.org.au

“ There is no substitute for lived experience. Queer people are always going to be best placed to serve the queer community.”

KEY INFORMANT INTERVIEWEE
RAINBOW RESOURCES REPORT



The challenge to be solved

Image: GiveOUT co-hosted 'Resourcing LGBTIQ+ Movements for Change in Asia and the Pacific' conference in 2023



LGBTIQ+ communities are far from equal

In Australia, 11% of the population identifies as LGBTIQ+, this is almost 3 million Australians. Everyone has the right to feel included, accepted, supported and safe. However, despite significant progress in the rights of LGBTIQ+ Australians (including marriage equality), our communities are far from equal. Due to ongoing experiences of isolation, stigma and discrimination, LGBTIQ+ communities experience poorer health and economic outcomes than their non LGBTIQ+ peers - across education, mental health, homelessness, access to health services and more.

>75%

of LGBTIQ+ people living in rural and regional areas do not have access to LGBTIQ+ inclusive mental health services.

<50%

of LGBTIQ+ students feel **safe at school**



LGBTIQ+ people have the **highest rates of suicidality** compared with any other population in Australia

1/3

of transgender people have experienced **homelessness**

LGBTIQ+-led services are essential, but chronically underfunded

We know that LGBTIQ+-led solutions can increase justice, access to healthcare, safety in our workplaces and schools and better equality for all people. This is evidenced by Australia's world-leading, community-driven response to HIV / AIDS. Many mainstream providers are not safe and inclusive for LGBTIQ+ people, whereas LGBTIQ+-led services enable empathy, nuanced understanding and peer support.

Despite the significant needs to address, our sector is young and small. At 0.2% of all registered charities, we are one of the least common beneficiary groups served by Australian charities. The Australian philanthropic sector has historically not invested in the Australian LGBTIQ+ community sector, with only 5 cents in every 100 philanthropic dollars flowing to LGBTIQ+ communities. There is so much potential waiting to be unleashed by a well-resourced LGBTIQ+ community sector.



41%

of service provider respondents could not meet demand for their services

We have expertise and lived experience in our own communities. If we had appropriate funding and reach, our impact would be huge.

”

KEY INFORMANT INTERVIEWEES,
RAINBOW RESOURCES REPORT



Source: 'Where are the Rainbow Resources' Report <https://www.rainbowresources.org.au/>



▶ **The role of GiveOUT in changing the landscape**

Image: Celebrating GiveOUT Day at the Victorian Pride Centre with a panel of philanthropists and LGBTIQ+ leaders.

An overview of GiveOUT and our strategy

GiveOUT is an LGBTIQ+-led not-for-profit focused on increasing philanthropic dollars to rainbow communities. GiveOUT achieves this via the distribution of funds to LGBTIQ+ community organisations, sector capacity building to increase financial resiliency, and research and advocacy around LGBTIQ+ giving. We act as an 'intermediary' between the LGBTIQ+ community sector and those who are looking to support the sector.

OUR VISION

A diverse, thriving and resilient LGBTIQ+ community sector that is creating its own solutions and taking every opportunity to support LGBTIQ+ people to be equal, heard and reach their potential

OUR MISSION

Growing the pot of gold under the rainbow, and supporting LGBTIQ+ organisations to access and use those resources for the better

OUR STRATEGIC PILLARS



FUNDING

From small grassroots organisations to well established national not-for-profits, we fund projects that benefit LGBTIQ+ communities in Australia. Our two flagship programs are GiveOUT Day and Amplify Pride Fund.



CAPACITY BUILDING

We work with LGBTIQ+ organisations in Australia to build their skills and capacity to resource themselves. We provide much needed centralised infrastructure, skills training and access to networks.



ADVOCACY

We take a systems approach and contribute to the evidence base around LGBTIQ+ equality. 'Where are all the Rainbow Resources?' report, produced with Aurora, has become the core evidence base for LGBTIQ+ funding

OUR ORGANISATION: We build a trusted, effective, values-driven organisation

Key moments in our journey since 2016

The 'Channel' formed in 2016 as a giving circle with funding from Arcus Foundation

Rebranded from 'The Channel' to 'GiveOUT' in 2019 and delivered first GiveOUT Day

Co-authored 'Where are the Rainbow Resources' Report with Aurora in 2022

Launched Amplify Pride Fund in 2022 with Aurora and the Snow Foundation, distributing \$200,000 to 5 grantees

GiveOUT Day 2023 raised over \$400,000

We produced the first research on LGBTIQ+ giving in Australia with 'Our Community' in 2018

Received our first multi-year funding from Sidney Myer Fund in 2021

GiveOUT Day 2022 raised over \$300,000

Co-hosted the first-ever LGBTIQ+ funding conference in Australia during Sydney World Pride 2023

Amplify Pride Fund awarded Community Philanthropy Award at Australian Philanthropy Awards



Our diverse and capable **Board and Team**



Georgia Mathews
GiveOUT Chair

Georgia founded GiveOUT in 2016. She has held positions at Australian Communities Foundation, Australian Women Donors Network and Social Ventures Australia. She holds a Master of Social Investment and Philanthropy.



Cat Fay
GiveOUT Deputy Chair

Cat is a founding Board Member of GiveOUT and is currently Managing Partner at Perpetual, leading the team focused on giving money meaning and providing families with all the support they need to reach their financial goals.



Em Scott
GiveOUT CEO

Em is the former CEO and Board Director of Out for Australia (a national LGBTIQ+ not-for-profit) with 10 years experience as a health and human services management consultant, including at Nous Group. She is an admitted lawyer and MBA graduate.



Kuan Chia
GiveOUT Treasurer
Qualified Accountant
Formerly at Macquarie Group



Richard Brett
GiveOUT Board Director
CEO
Ogilvy Health and Ogilvy PR



Leonard Curmi
Program Coordinator
GiveOUT



David Sloan
GiveOUT Board Director
Head of Philanthropy
Wesley Research Institute



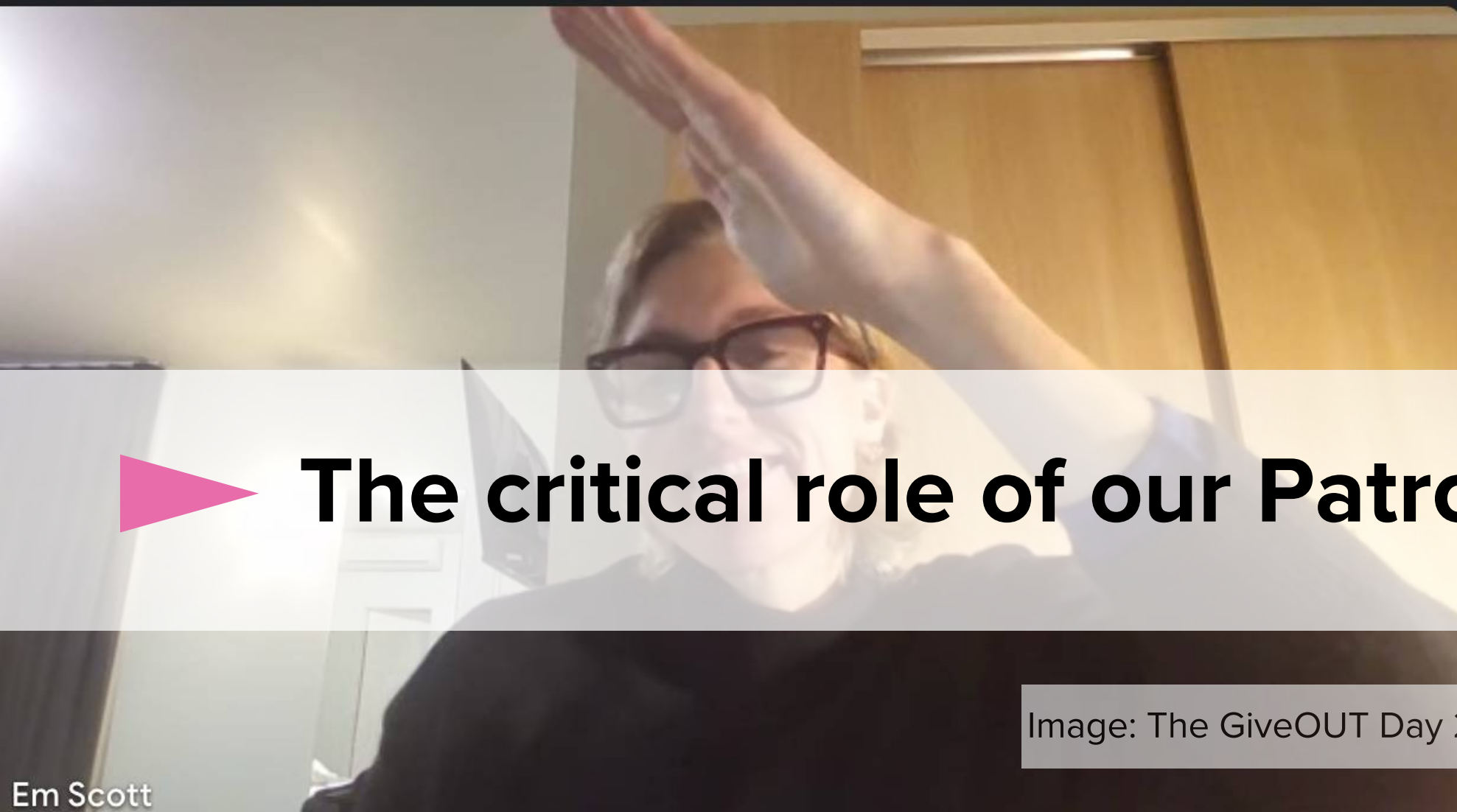
Mishma Kumar-Jonson
GiveOUT Board Director
CEO and Principal Social
Worker Iceberg Foundation



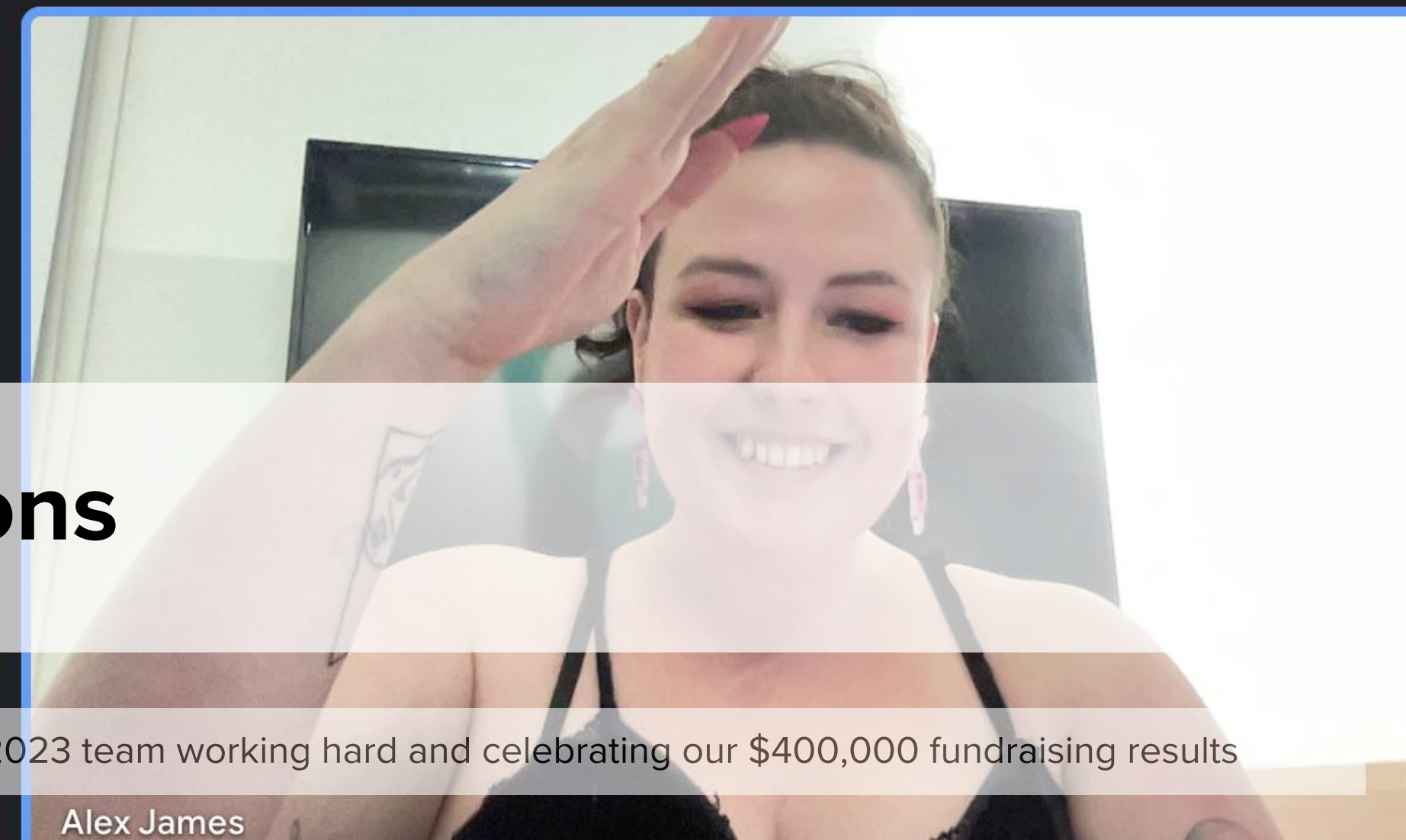
Leonard Curmi



Dolan Cox



Em Scott



Alex James

▶ **The critical role of our Patrons**

Image: The GiveOUT Day 2023 team working hard and celebrating our \$400,000 fundraising results

Our work wouldn't be possible without our Patrons

Our Patrons are passionate individuals who support the core work and operations of GiveOUT. Thank you to our FY23 Patrons, including Tanck, David Lane, Eastbourne Fund, Dennis Altman and Cat Fay. We are now seeking the support of up to 10 Patrons who are able to make a contribution of \$5,000 in FY24.

With your support, we will be able to deliver on our ambitious strategy in service of LGBTIQ+ populations. The impact of core funding is far reaching - it increases our financial sustainability and provides the security to plan for big term wins.

GiveOUT is a registered charity (ABN: 37 613 812 203). You can make a \$5,000 donation directly to GiveOUT or via our auspisor Thorne Harbour Health (tax deductible).

Please contact em@giveout.org.au for details.



Patron Spotlight

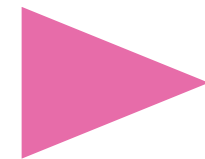


David Lane is a straight cis man and a loving supporter of LGBTIQ+ communities. He is a generous patron of GiveOUT, providing funds for our core operations, and he also took part in GiveOUT Day 2023 as a fundraising Champion, raising \$14,682 for participating LGBTIQ+ organisations via his networks.

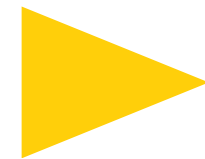


The benefits of becoming a GiveOUT Patron

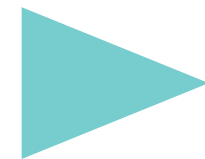
With your input, we will work to:



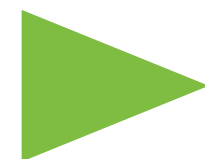
Ensure you understand the impact of your donation for the LGBTIQ+ community through regular tailored updates, including impact reports and opportunities to meet with our CEO and Board



Expand your connections with LGBTIQ+ leaders and funders through exclusive access to events and networking opportunities



Publicly recognise your support (with your permission) including on the GiveOUT website, in publications and on social media



Share opportunities to further your support for the LGBTIQ+ community beyond your financial contribution including participating as a GiveOUT Day champion and offering your skills and expertise to GiveOUT

Please get in touch if you would like to join as a GiveOUT Patron

Contact

Em Scott, CEO, em@giveout.org.au

Georgia Mathews, Chair, georgia@giveout.org.au

Cat Fay, Deputy Chair, cat@giveout.org.au



Image: GiveOUT Day participant Kimberley Blak Pride

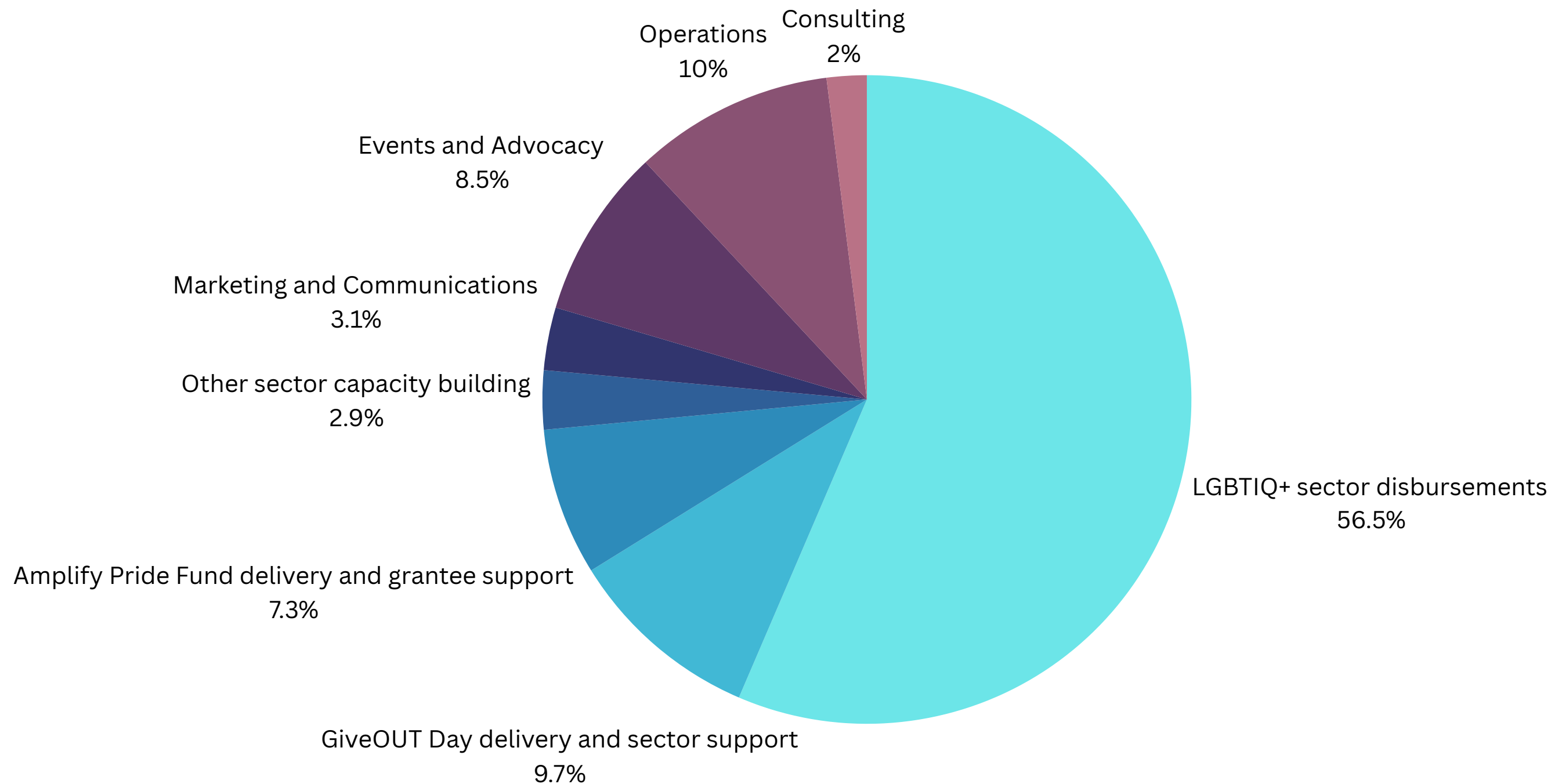
Appendix: Our FY23 Financials

Total income (all from grants and donation): \$493,586

Total Expenses (including disbursements): \$508,754

Please note, we had a slight deficit in FY23 due to the change from cash to accrual accounting, as required by ACNC now that GiveOUT classifies as a 'medium' charity.

Breakdown of Expenses



Appendix: Deep dive on GiveOUT Day

GiveOUT Day (giveoutday.org.au) is Australia's only national day of giving to LGBTIQ+ organisations, held annually in October. It is a blend of both crowdfunding and peer-to-peer fundraising, where GiveOUT matches public donations to participating organisations dollar-for-dollar, made possible by our philanthropic partners.

In addition to increasing funding to LGBTIQ+ organisations, GiveOUT Day is also about celebrating and raising awareness of the incredible work of the LGBTIQ+ community sector. GiveOUT provides the centralised infrastructure for GiveOUT Day (including tech platform, marketing materials, fundraising training, and matched funding) and participating organisations seek donations through their networks and via individual fundraising 'champions'. Our 2023 campaign exceeded expectations:

Fundraising total

\$405,475

↑ 33.1% increase from \$304,704 in 2022

Total participating organisations

91

↑ +7 increase from 84 in 2022



Image: Brisbane Pride Choir

Appendix: GiveOUT Day 2023 participant snapshots



Kimberley Blak Pride
Raised \$9,353

“Kimberley Blak Pride exists to empower and provide a voice and safe space for the Kimberley Aboriginal and Torres Strait Islander SBLGBTQIA+ mob. We are planning the inaugural Kimberley Blak Pride Festival, a First Nations Queer Festival, in 2024 to provide a platform for our diverse mob to celebrate with our friends & allies.”



Many Coloured Sky
Raised \$6,166

Many Coloured Sky builds the capacity of LGBTQIA+ organisations and communities in discriminatory, resource-poor and complex settings. They work predominately with refugees and people seeking asylum, young people in out-of-home care, and First Nations communities.



Rainbow Bridge Social Club
Raised \$5,990

“The Rainbow Bridge Social Club is for LGBTQIA+ people with intellectual disability, autism spectrum or psychosocial disability who are active, visible, vibrant members of the community. Our project will focus on outreach and raising awareness of LGBTQIA+ people with disability.”



Note - the organisation fundraising totals displayed include public donations, match funding and challenge prizes.

Appendix: GiveOUT Day 2023 Case Study

Beyond Bricks and Bars



Total raised: \$33,115

About

Beyond Bricks & Bars is a community-based, trans-led project in Victoria. They build support and power alongside trans and gender diverse people in custody and prevent these communities from facing the violence of incarceration.

Beyond Bricks & Bars started 5 years ago, without any funding, in direct response to urgent calls for support from trans women inside men's prisons in Victoria, who had no access to gender affirming health care, were extremely isolated, and were facing the risk of violence inside on a daily basis.



Impact

GiveOUT Day's support has been wonderful. It's great to have access to a team of advisors and cheerleaders during, and in the lead up to, the GiveOUT Day campaign. We really appreciate the genuine warmth and encouragement, and skill building opportunities.

This year we broke our fundraising record for GiveOUT Day! We've been able to bring on a second outreach worker, which is critical to supporting our network of 49 currently or formerly incarcerated trans and gender diverse people.

“ The work Beyond Bricks & Bars has done for me over the past few years has helped me achieve goals I never thought possible, given me support when I needed it the most, advocated for me when no one else could, and provided inclusive support with someone who understands trans and gender diverse issues. ”

The future

Next year we are focusing on sustainability and nurturing our team and community of supporters.

We are deeply committed to getting our trans and gender diverse community out of prisons and keeping them out, and to doing it in a way that strengthens our communities and builds the power of people impacted by criminalisation.

Appendix: Deep dive on Amplify Pride Fund

Amplify Pride Fund is our large grants program founded in 2022 in partnership with Aurora Group and support from the Snow Foundation. It provides LGBTIQ+ organisations across Australia with larger, more flexible funding than they have previously had access to through a community-led process. The grant program has a focus on organisations that are working with populations that are uniquely marginalised and under-resourced. In addition to funding, we have co-designed with grantees a comprehensive capacity development program covering topics such as measuring impact, diversifying funding and wellbeing in leadership. In 2024, Amplify Pride Fund was awarded the Community Philanthropy Award at Australian Philanthropy Awards.



Forcibly Displaced People Network: Building an Inclusive Australia for LGBTIQ+ Refugees



New City Church: Shaping Safe and Inclusive Communities of Faith



Inclusive Rainbow Voices: Expanding a National Voice for LGBTIQ+ people with Disability



Intersex Peer Support Australia: Expanding a National Voice for Intersex People & their Families



Trans Justice Project: Tackling the Anti-Trans Lobby and Disinformation Online



Flat Out - Beyond Bricks & Bars: Supporting Incarcerated Trans & Gender Diverse People



BlaQ Aboriginal Corporation: Fuelling the Heart of the LGBTIQ+SB Community



Rural Pride Australia: Creating Safety & Support for LGBTIQ+ rural and regional people