



Proudly supporting the Royal Botanic Garden Sydney, Australian Botanic Garden Mount Annan & Blue Mountains Botanic Garden Mount Tomah

# REPORT

# A MESSAGE FROM THE CHAIRMAN

It is with great pleasure that I present the 2017-18 Foundation & Friends Annual Report. With each passing year, it is increasingly evident that the Royal Botanic Gardens and Domain Trust relies on greater public support. Support, both financially and vocally from Foundation & Friends, is essential to continue and ensure protection, research, education, plant conservation and vitally, science.

While we can be excited about our achievements in providing members with a large variety of interesting and high-quality events, we must remain mindful that we are a charity and our main purpose is to fundraise to provide benefits for your Gardens. Our fundraising activities ensure that we are able to continue supporting science, horticulture, conservation and education in the Gardens.



So I thank each legacy bequestor, donor, Waratah Member, volunteer and member for your very valuable contribution to our 2017-18 year, and I encourage you to continue with your valuable support by attending our various events and supporting the Gardens with your donations.

#### Highlights for the 2017-18 year include:

#### Raising in excess of \$121K for our **Rainforest Conservation Project**

This has assisted our scientists to purchase a Differential Scanning Calorimeter which will greatly assist their vital works.

#### Volunteers again contributing close to 31,000 hours

Our volunteers have worked tirelessly for the benefit of Foundation & Friends, in the office, catering, becoming event and exhibition team members, staffing information booths and joining our

plant sales teams. These contributions are priceless.

#### **Exhibitions 2017-18**

Artisans in the Gardens & Botanica: Symbiosis

Artisans just continued on its path to being our standout event, with sales reaching record levels and setting the bar high for next year.

Botanica reached budget and continues to grow each year. Next year we will be celebrating the 20th anniversary of the Botanica exhibition.

#### **Growing Friends**

Sales continued to grow and at times during the year, with unexpected increased demand, we have been pressed to satisfy the market — certainly a great situation to be in and one which has been well and truly factored into our increased

production next year.

#### 35th Birthday Party

We were graciously hosted by Robert and Janet Constable at Greenbrier Park, where we marked this milestone event with over 160 members, staff and supporters joining us in a day of celebration and acknowledgement.

#### **Benefitting the Gardens**

At year's end I am pleased to advise that we hold \$2.7M in funds to benefit the Botanic Gardens.

On behalf of the Board, I would like to thank you all for your support and encourage you to continue supporting your Botanic Gardens.

Clive Austin AM Chairman October 2018



### **OUR MEMBERS**

We acknowledge the strong community of members we are building at Foundation & Friends, the retention of so many long-term members and the wonderful introduction of more than 1,017 new members to our community during the 2017-18 financial year. Some of the benefits enjoyed by members this year include:

- connecting with worldleading horticultural and scientific staff — including behind-the-scenes guided tours
- exclusive previews to Calyx horticultural exhibitions
- fast-track access to *Vivid Sydney 2018*
- discounted tickets to a huge program of art classes, talks and workshops
- our famous New Year's Eve
   exclusive harbour-side event —

more than 20% of members took advantage of discounted tickets to access the 'best seats in the house' at our annual Foundation & Friends New Year's Eve picnic, resulting in over 3,000 attendees

- a bespoke program of international and domestic tours catering to members' special interests
- our popular annual Garden
   Design Series featuring
   distinguished designers (with 539 eager attendees this year across four fun and informative evenings)

- discounted walks and day excursions
- opportunities to work alongside our highly-acclaimed horticulture team to care for our Gardens in the popular Helping Hands program
- 20% discount on Growing Friends plants propagated from the Gardens' collection and a 10% discount at shops, café, restaurants and accommodation across our three Gardens
- a complimentary subscription to the *The Gardens* magazine.

Foundation & Friends membership in 2017-18

**4,929** members

New Year's Eve

3,080

members, family, friends
and staff attended

168
members
joined in

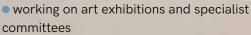


# **OUR VOLUNTEERS**

During the 2017-18 financial year we were supported by 342 outstanding volunteers who generously donated almost 31,000 volunteer hours.

Volunteers were involved right across the organisation, assisting in a diverse range of roles and allowing Foundation & Friends to break records in sales and event attendance.

Here are some of the ways our volunteers have assisted Foundation & Friends during 2017-18:



- propagating and selling plants
- setting up classes and workshops
- office administration (from answering phones to minute-taking)
- cooking and serving delicious food and beverages
- presenting talks outside the Gardens
- staffing information booths.



# OUR EXHIBITIONS, EVENTS AND TOURS

This year's ambitious program of almost 100 exhibitions and events enticed more than 15,000 visitors to the Gardens.

Highlights included Artisans in the Gardens' outstanding 11% increase in sales over the previous financial year and enrolments of almost 4,800 participants in Foundation and Friends' diverse program of talks, workshops, classes, walks and day trips.







(top right) Banksia Serrata by Annie Hayes, (top) Nicole Robins (image Phil Rogers), (bottom left) Kayo Yokoyama (image Graeme Wienand), (bottom right) Nicole Robins



Over 15,000 visitors attended exhibitions & events

94 events/activities held

**Artisans attendees** 5,255

> **Artisans sales** \$266,101

**Botanica attendees** 5,109

> **Botanica sales** \$113,118

**Garden Design Series** 539 attendees

**Growing Friends** 

28,500 plants propagated & sold \$227,860 in sales



## **OUR DONATIONS AT WORK**

Foundation & Friends plays a critical role in supporting your three Gardens. More than 50% of the Gardens' funds are self-generated, with donations from our supporters ensuring that vital horticultural, scientific, education and conservation work continues. During 2017 -18, Foundation & Friends raised and donated funds to more than 20 high-priority projects across all three Gardens. Our key appeal raised funds for the Rainforest Conservation Project and we were thrilled to surpass our target.

#### \$679K

raised in 2017/18

#### Over \$980K

donated to the Gardens in 2017/18

#### \$2.7 million

held for the benefit of the Gardens

#### **Rainforest Conservation Project**

#### Raised \$121K

This vital project will help protect our precious rainforests. Funds raised will be used to purchase a Differential Scanning Calorimeter machine which will enable our scientists to:

- fast-track research
- bank more species
- position themselves as leaders in rainforest conservation research in the South Pacific region.

#### Six Staff Scholarships

#### Committed \$30K

Foundation & Friends committed funds for six diverse scholarships for Gardens' staff to further their knowledge in their respective areas of specialty.

#### These scholarships included:

- travelling to the US to study best practice in trial bed horticulture
- travelling to Western Australia to study carnivorous plants.

#### Southern African Garden Bed

#### Paid \$10K

Almost \$10K was provided for the acquisition of four critically endangered Encephalartos (cycad) species for the Southern African Garden Bed at the Royal Botanic Garden Sydney.

Through our contribution it is hoped that the Royal Botanic Garden will establish breeding populations of these four very rare plant species.

#### Calyx

\$158K Received from guests visiting the displays

#### Margaret Flockton Award

\$15K Received

Australian Botanic Garden Mount Annan

\$33K Received

African Olive Management \$136K Paid





# WAYS YOU HAVE SHOWN SUPPORT

Throughout the year our members have supported specific campaigns, such as those highlighted on page 6, or provided untied funding to be directed to where it is most needed in the Gardens — either as one-off gifts or via regular support through Waratah Membership.

#### Waratah Membership

\$125K Raised

This year our Waratah Members have continued to make significant annual tax-deductible donations alongside their membership. Waratah Members are kept updated on how their donation is making a difference through special events and communications, gaining rare access to the people and places that make your Gardens unique.

Gold Waratah: Membership plus donation of \$5,000+

Silver Waratah: Membership plus donation of \$2,500-\$4,999 Bronze Waratah: Membership plus donation of \$1,000-\$2,499

#### Governor Macquarie Legacy Circle

\$200K Raised

The Governor Macquarie Legacy Circle is a collaborative program between Foundation & Friends and the Royal Botanic Gardens & Domain Trust. Members may choose to join the Governor Macquarie Circle by entrusting a bequest to your Gardens. This year the Gardens welcomed seven new supporters to our Legacy Circle. By leaving a gift in their Will, members will help forge the next chapter of the Gardens' many critical science, conservation, education and horticultural programs.

Doug and I are very keen to ensure that Foundation & Friends continues the important work of supporting the Gardens in science, horticulture, education and community involvement. Our regular support means some of the valuable areas of the Gardens' work can be relied on to grow every year.

Tim Jackson, Gold Waratah Member

# THANK YOU FROM THE CEO



Walking through the Royal Botanic Garden recently I was struck by the level of member volunteer interactions that I had in one day:

- Volunteer Booth I waved to our members who were busy assisting visitors
- Exhibition I was greeted by our incredibly professional exhibition staff
- Catering I purchased a delicious cake from our catering stars
- Growing Friends the 'go-to' place

for my regular plant purchases and savvy plant tips

 Office staff - who so ably assist us in many ways.

Incredibly, these are just some of the areas in which our volunteers participate. Your work is priceless, tallying up to 31,000 hours, year-on-year.

Together, with the members, we form a vital part of the Botanic Gardens and it is a privilege to work alongside you all.

I am truly sorry to see Clive Austin's tenure as the Chair of the Foundation & Friends come to an end. Clive is staying on as a member of our Board, for which I am very thankful, as he is always a delight to work with. He is a true gentleman, he is enormously popular with our members and he works incredibly hard for the benefit

of Foundation & Friends. We will miss his steady hand on the helm, but are grateful that we can rely on his ongoing contribution.

To our Waratah Members, members, donors and volunteers: you are the backbone of our organisation, Foundation & Friends. There are so many things we could not do without you all, and I look forward to working with you in the years to come.

Thank you, also, to my wonderful staff who make coming to The Cottage each day a pleasure.



Melissa Ellis Chief Executive Officer Foundation & Friends of the **Botanic Gardens** 

#### FOUNDATION & FRIENDS OF THE BOTANIC GARDENS BOARD OF DIRECTORS, **COMMITTEES AND STAFF AS AT 30 JUNE 2018**

Foundation & Friends is governed by a Board of Directors which includes eight elected members. Foundation & Friends is the Corporate Trustee of Foundation and Friends of the Botanic Gardens Trust and Charitable Fund. There are also a number of Board Committees which include Foundation & Friends staff, Gardens' staff and volunteer representation. These committees include Finance, Audit & Risk, Business and Board Nominations.

#### **ELECTED DIRECTORS**

Clive Austin AM - Chair Kate Horrobin - Deputy Chair Ian Breedon (elected November 2017) Raoul de Ferranti Matthew Glascott Jenny Lourey Jacquie Stratford (elected November 2017) Karen Vien (elected November 2017)

#### **EX OFFICIO DIRECTORS**

Jennie Churchill: Royal Botanic Gardens and Domain Trustee nominee (appointed July 2017) Kim Ellis: Executive Director, Botanic

Gardens and Centennial Parklands Melissa Ellis: CEO Foundation & Friends of the Botanic Gardens (appointed January 2018)

Dr Brett Summerell: Director, Science and Conservation

#### **COMPANY SECRETARY**

Juvie Ormonde

#### **FOUNDATION & FRIENDS STAFF**

Chief Executive Officer: Melissa Ellis Executive Assistant: Michelle Burke Finance and Administration Manager: Elise Forner Development Manager:

Nicky Hammond

Events Coordinator: Lyn Johnson Marketing and Communications Coordinator: Charlotte Sandes **Exhibitions Project Manager:** Stephanie Chambers

Database Administrator:

Amanda Relf

Office Coordinators: Linda Cholson

and Maureene Fries

#### THE GARDENS MAGAZINE STAFF

Editor: Gina Hetherington Designer: Lauren Sutherland Magazine Coordinator: Helen Goodall

# **OUR FINANCIAL REPORT**

Foundation & Friends is required to consolidate the accounts of the group entities. This is because the Company, as Trustee, controls the decisions of the two Trust Funds.

The entities that comprise the Group are:

Foundation and Friends of the Botanic Gardens Ltd (Parent Entity).

Foundation and Friends of the Botanic Gardens Trust (Controlled Entity). This entity is endorsed by the ATO as a Deductible Gift Recipient.

Foundation and Friends of the Botanic Gardens Charitable Fund (Controlled Entity).

The full details of the Foundation and Friends of the Botanic Gardens Ltd and its controlled entities Audited Financial Reports for year ended 30 June 2018 can be found at www.rbgsyd.nsw.gov.au/foundationandfriends

Consolidated Statement of Profit or Loss		
INCOME	2018	2017
Subscriptions	229,951	223,526
Contributions from:		
New Year's Eve	207,582	178,023
Exhibitions, events, catering and tours	229,662	279,815
Growing Friends plant sales	227,860	171,062
Other Income	2,782	6,588
Donations	479,252	395,375
Bequests	200,000	150,000
Grants		237,188
Interest & Dividends	112,287	85,808
Total Income	1,689,376	1,727,385
EXPENDITURE		
Salaries, superannuation and leave provisions	755 <i>,</i> 781	639,964
Magazine	109,157	102,690
Other	88,654	101,621
Total Expenditure	953,592	844,275
Net Surplus for the year before other charges	735,784	883,110
Accomodation and Facility Costs	65,400	65,400
Net Surplus for the Year	670,384	817,710

Consolidated Statement of Financial Position				
ASSETS	2018	2017		
Cash and cash equivalents	1,788,321	3,435,978		
Trade and other receivables	44,978	44,036		
Inventories		3,420		
Other	11,366	17,473		
Property, plant and equipment	16,302	5,313		
Investments	2,214,855	843,939		
Total Assets	4,075,822	4,350,159		
LIABILITIES				
Trade and other Payables	194,634	119,363		
Provisions		25,071		
Total Liabilities	194,634	144,434		
NET ASSETS	3,881,188	4,205,725		
TOTAL ACCUMULATED FUNDS	3,881,188	4,205,725		

#### Funds Held on behalf of the Royal Botanic Gardens Trust (In Trust and Charitable Fund)

At the end of the financial year a total of \$2.7M in donations, bequests and grants was held by Foundation and Friends for the benefit of the Royal Botanic Gardens and Domain Trust. These funds include a \$1.0M bequest invested in perpetuity to generate income to support 'research into systematic bryophytes'. The remaining \$1.7M is available to be donated to the Botanic Gardens and has so far been committed as follows:

Donations paid to the Botanic Gardens 2017-18	
Plant Pathology/PlantClinic	435,379
African Olive Management	136,000
Transformative Learning and Education	117,628
Biome/Calyx Donations	113,434
Mt Tomah 30th Birthday - Solar Belly Bins	51,609
Scholarships	22,322
Other Project Donations	106,825
Total Donations Paid	983,197

Donations held on behalf of the Botanic Gardens		
Transformative Learning and Education Project	216,061	
Rainforest Seed Conservation Projects - 2014 & 2018	196,776	
Blue Mountains Swamp Grant	154,709	
Mt Annan 30th Birthday - Native Grass Tree Display	130,000	
Systematic Bryophytes Research	85,635	
'Save a Species' Fundraising Walk	82,355	
Mt Tomah 30th Birthday - Solar Belly Bins	80,391	
Other Project Donations Held	747,317	
Total Funds Held	1,693,244	

# **ACKNOWLEDGING OUR SUPPORTERS**

In 2017-18, thanks to the generosity of these passionate individuals and companies, Foundation & Friends has been able to play a significant role in ensuring our three Gardens sustain their position as world-leaders in science, education and horticulture.

#### Corporate **Partners**

- Andreasens Green Wholesale Nurseries
- Benedict Sand & Gravel
- Bright Print Group (BPG)
- Secret Gardens
- Solution Plant Hire
- Tyrrell's Wines
- The Neverstop Water Group

#### Our volunteers\*

Jenny Albanis Janine Allen-Jordan Rick Allen-Jordan Bruce Anderson Mohammad Aresh Geraldine Arnott Caroline Arnott Clive Austin AM Belinda Baccarini David Badger Bernadina Baliotis Philip Ball Tor Bannon Rita Barda Russell Beardmore Janice Beardmore Amanda Beilby Katherine Bell Jonna Bendt Blake Benson Margaret Besley Genevieve Bessell-Browne Victor Betteridge Del Birt Anne Blackstone Prunella Booth Noel Boreham Julie Boreham Jan Bouveng Philippa Bowmaker Caroline Bray Mary Bray Helen Brockhoff

Sheila Buchan Jean-Louis Buhagiar Lynne Cairncross Ann Caldicott Allan Callow Kay Callow Stella Calomeris Libby Cameron Anne Campbell Devika Cattlin Stuart Chalmers Cecilia Choy Jennie Churchill Chris Clark Penelope Clarkson Susan Clutterbuck Carole Collison Barbara Colquhoun Anne Connolly Gillian Cook Annie Cooney **Eleanor Cornish** Marjorie Coster Wendy Cottee Sema Cox Jenny Crawford Julie Cremer Heather Crompton **Brian Darlington** Catherine Davies Carolyn Davis Susanne de Ferranti Raoul de Ferranti Margaret Dean Elizabeth Dent **Desmond Dent** Helen Dignan Gail Dihm Larraine Dillon Jill Drevon Glenys Dudley Janelle DunLany Leone Dunn Judy Dunstan Wendy Egenes Wendy Elliott Euffrosine Ellul Lorraine Emerson Richard England

Constance Eugene-Symonds Margaret Evans Andrea Evers Annie Fergusson Janet Fish Maureen Foord Tonia Forlani Barbara Forward **Ruth Foster** Lynette Fryer Elizabeth Galvin Diana Garder Christella George Sally Gibbs Matthew Glascott Wendy Goldring Zena Goodall Phillip Goodhew Heather Goodwin Janet Gourlay Carol Griesser Dallas Griffin Anne Grose James Guiney Robin Guthrie Stella Joy Halstead John Hancock Margaret Hanks Rita Harding Lynne Harlow John Harries Kotchie Harrington Graeme Harris Lynfae Harris Joanna Harrop Bronwyn Harvey Annie Hawker **Eleanor Herriott** Susan Hill Alan Hind Kim Hines John Hinson Barbara Hirst Rosemary Hodgkinson Julie Hoeben Libby Horrobin

Kate Horrobin

Merilyn House

Russell Hudson

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Yvonne Wyer

Carol Young

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**Anonymous Donors** 

<sup>\*</sup>every effort has been made to ensure that these lists are accurate but please accept our sincere apologies if your name has been inadvertently omitted.



