

PALMERA ANNUAL REPORT

2018-2019



PALMERA

WHY

FROM CHARITY TO CHOICE



Handouts can be critical and life-saving, but if pursued for too long, they can also create dependency and disempowerment.

That's why Palmera is focused on giving hands up instead of hand outs, and changing the very systems that keep the poor excluded. We want to turn the dial from dependence to dignity, and from charity to choice.

HOW

BY SUPPORTING
SMALL-SCALE
FARMERS TO EARN A
SUFFICIENT INCOME

For poor and rural families, earning a sufficient income can change everything. It doesn't just mean meeting the most basic of needs. It means staying healthy, safe and productive, and having the choice to say no.



WHAT

GOING ALL THE
WAY TO CONNECT
VILLAGES TO MARKETS

We work with the poor to overcome the obstacles that stand between them and a decent income. Our approach is to tackle this challenge from three angles:

Improve resilience of families

They can recover from
shocks and escape the
poverty trap

Empower women and men producers

They have a voice and
agency in the homes,
communities and the
markets in which they
work

Increase income, assets and savings

Families can support
themselves and build a safety
net

In 2018 we defined two core components of our work to better move from ideas to impact.

To maximise Palmera's efficiency and efficacy, in 2018 we divided our operations into 2 core components:

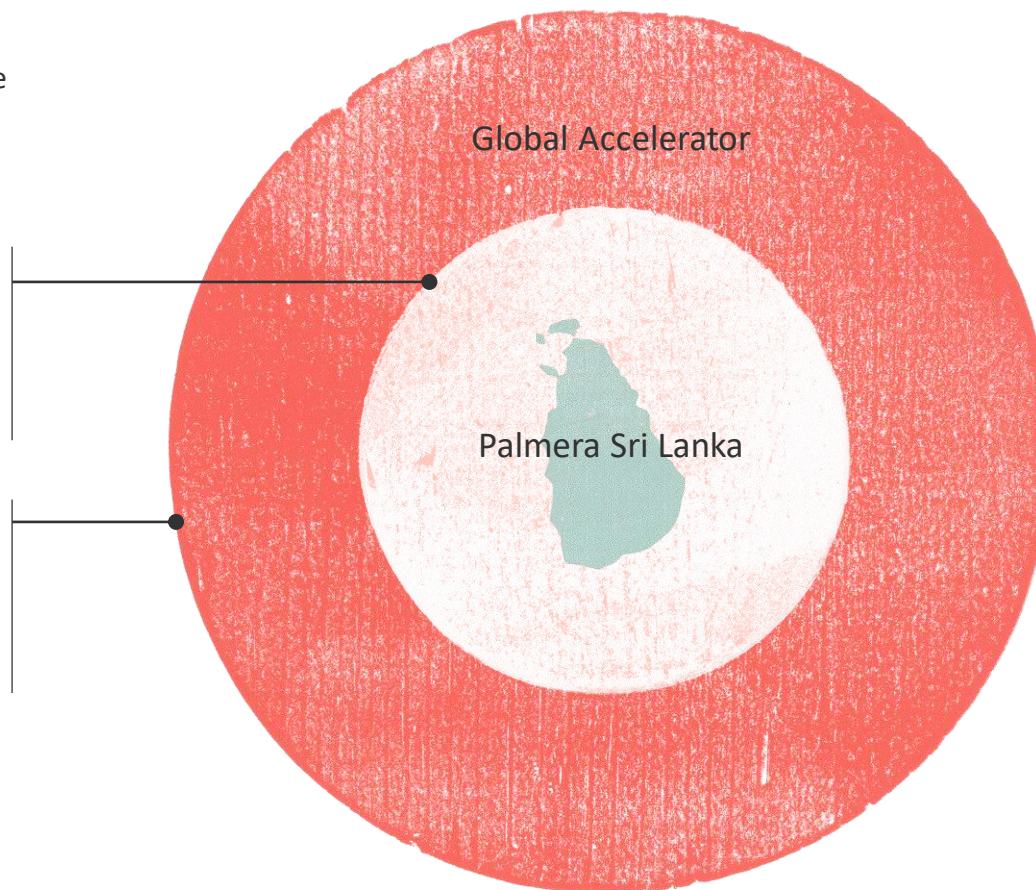
1 **Palmera Sri Lanka**

We are delivering our Village2Markets framework and livelihood strategies where we know best;

2 **Global Accelerator**

We are investing in the framework, that underpins our work, Village2Markets and are sharing it to see that impact scaled.

This will help us identify more targeted donors and specialized resources, to achieve our greatest impact.



PALMERA SRI LANKA



OUR WORK

CONNECTING
VILLAGES TO
MARKET IN 2018

KILLINOCHI

Graduating the poorest
Estimated Impact

400 People annually

Village Programme
Estimated Impact

1800 People annually

MANNAR

Dental Clinic
Estimated Impact

7500 People annually

VAVUNIYA

Kanthasamynagar Village Programme
Estimated Impact

600 People annually

POLLANAWURA

Pollanawura Village Programme
Estimated Impact

600 People annually

Financing for dairy sector
Estimated Impact

250 People annually

WELLAWAYA

Wellawaya Village Programme
Estimated Impact

600 People annually

BATTICALOA

Batticaloa Village Programme
Estimated Impact

600 People annually

ADHOC EMERGENCIES

Palmera responds to crises and helps families as the need arises

MULLATHIVU

Financing and technology for dairy sector
Estimated Impact

2500 People annually

Improving vet services
Estimated Impact

5000 People annually

Thervipuram Village Programme
Estimated Impact

3800 People annually

Sundarapuram Village Programme
Estimated Impact

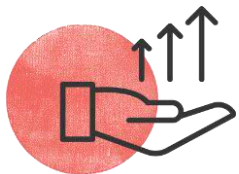
3800 People annually

Theravil Village Programme
Estimated Impact

1600 People annually

OUR IMPACT

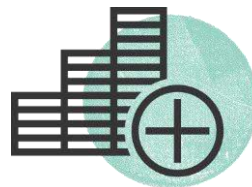
A DECENT INCOME CAN REALLY CHANGE EVERYTHING



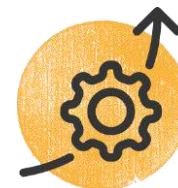
Economic sectors offer women and men villagers more and more accessible opportunities and higher profits



85% Women and Men villagers report that they gain more support from external market players and other external institutions



On average incomes increased by 35% across the producers that we support



On average, productivity increased by 75% across the producers that we support



90% of Women and Men producers are continuing to implement innovative practices and technologies to improve productivity and quality



90% of Women villagers report that they have more voice and choices in households, communities and markets



850 women previously who did not have any formal savings practices, now engaged in women's village banks and regularly saving



85% of Village households we work with have increased their fixed and liquid assets



90% of households reported that because of their increased income, they were now able to better support their families

IN 2018 WE WORKED WITH MEENA



90% of Women villagers report that they have more voice and choices in households, communities and markets.



This is Meena. She is a farmer, and now she runs her farm to earn a living.

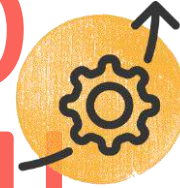
It's not easy being a woman farmer in Sri Lanka.

As Meena told us when we started working with her,

I'm worried to talk to the big buyers, I worry that because I'm a woman they will intimidate and cheat me so I just sell my crops locally.

Since then, with a training, mentoring and coaching from our team, Meena has gained more confidence in her skills and the quality of her produce has improved. Joining her local women's banking network has increased her financial literacy, and now she says *"she knows more about the prices than some of the men that come to purchase her crops"*. She shares that with knowledge, she has gained the confidence and the respect of buyers and that even if they tried, there is no way that she can now be cheated.

IN 2018 WE WORKED WITH VIJAYALADSUMI



On average, productivity increased by 79% across the producers that we support.



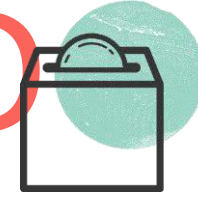
This is Vijayaladsumi. She's a groundnut farmer.

Beyond earning a more reliable income, Vijayaladsumi now has a safety net that will build a resilience in her family that will ensure they never fall below the poverty line again.

When we met Vijayaladsumi, she had done a good job of cultivating the 2 acres of land that her family owned. Productivity was low so she was just able to cover the very basic needs, but that was it – there was never anything left over in case of an emergency. This caused Vijayaladsumi a great deal of worry.

We provided Vijayaladsumi mentoring on best practices. By doing this, we were able to support her to more than double her harvest – from 300 kg/acre to 700 kg/acre – and make better connections with the buyers. She can't believe that this was possible, and that all this time she was missing out on this opportunity.

IN 2018 WE WORKED WITH SHANTHI



850 women previously who did not have any formal savings practices not engaged in women's village banks and regularly savings



This is Shanthi. She joined our village savings bank in 2017.

She borrowed her first instalment from the bank, established through Palmera's programme, to start up her home garden. With training and market support through our village programme, she was confident the loan will lead to success.

Over the past two years, she saved 6340LKR (\$50 AUD). This safety net will make a real difference when times get tough.

In addition to this safety net, Shanthi now has a high level of financial literacy and earns a stable income from the vegetables that she grows. She is now confident that she can look after her family better and weather any storms that they may face.

GLOBAL ACCELERATOR



OUR VISION FOR SCALE

WORKING LOCALLY.
REPLICATING GLOBALLY.

We believe in the power of partnerships to
scale our impact

That's why we've set up our **Global Accelerator**: it's designed to support changemakers around the world to adapt and deliver the V2M framework in their communities.

This is how we scale our impact: we work with the best, in the places they know best.



We work in villages
and deeply connect
producers to a
range of markets



We address regional
market barriers
preventing producers
from accessing
profitable markets

We work with globally
who replicate and
adapt our
Village2Markets
framework to address
village and regional
level barriers that
exclude the poor

Impacting 1000s

Impacting 10,000s

Impacting 100,000s

KICKING OFF THE ACCELERATOR IN 2018

WORKING LOCALLY.
REPLICATING GLOBALLY.

We were thrilled to kick off our Global Accelerator program in 2018. Palmera hosted an information session to the NGO community & kick started technical training to International and local partners who will be piloting the framework globally.



*We have learnt so much here.
There have been several lightbulbs that have gone off these past week that will help us connect everything we know together so we can create real change*

— UMN team (Nepal local partners)

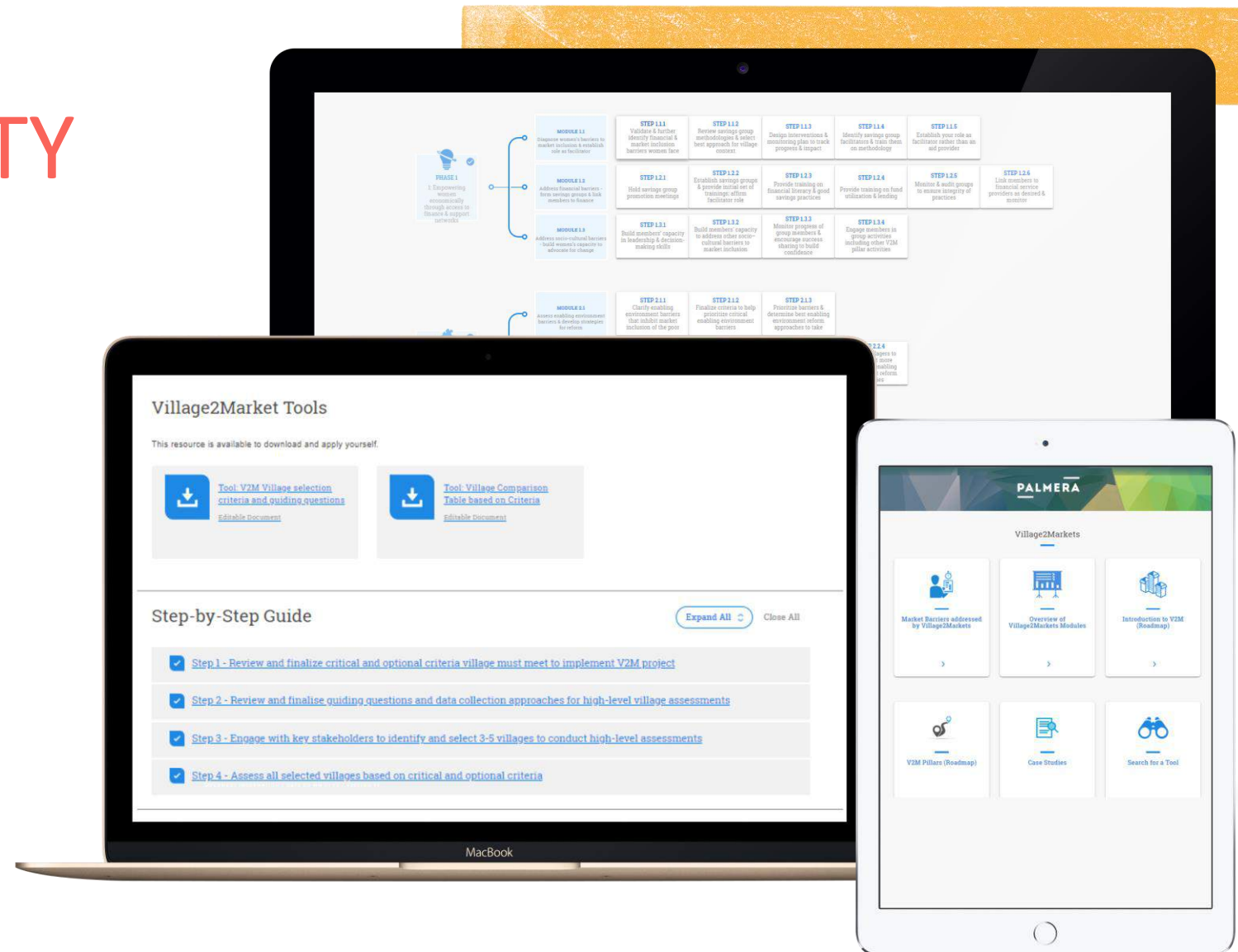
OUR PARTNERSHIP WITH RADFRAME IN 2018

BUILDING CAPACITY WITH PARTNERS

To build capacity, we must leverage technology.

This is why we partnered with Radframe, to customise a capacity building tool that we could share with our Accelerator Partners.

Creating tools for a dynamic, ever changing and ever evolving context is beyond challenging, but it is necessary if we are to maintain quality as we replicate our work. We have pulled together an ever-growing body of guides, tools, case studies and insights, so our global accelerator partners can be supported as they apply the framework in their communities



OUR OPERATIONS: FUNDRAISING



FUNDRAISING

We're a bit different when it comes to raising the funds we need to deliver impact. We don't rely on events, Instead, we invest in our supporters – and they, in turn, invest in us.

By building strong relationships and great digital platforms for fundraising, we were able to hand over the reigns to our supporters and raise more than ever before.

This also meant that instead of spending all of our time working out how to fund our programs, we were able to focus on developing, implementing and sharing our model for impact.

Our fundraising events in 2019 came in all shapes and sizes.



Eastern Empire's Summer concert raised \$8,000

FUNDRAISING

RACE TO RAISE

This year, a group of fundraisers ran Race to Raise for the third year running. They found sponsors to support them in their race through Sydney's Central Business District to the finish line.

This is an annual fundraising event to support a village in North-Eastern Sri Lanka called Colony. From the beginning, the group was committed to supporting Colony for its full five years with Palmera. Over the last three years, they have grown and grown.

This year, they managed to raise
over \$35,000 and had 701
supporters engaged!



Race to Raise registration kicks off

DIY Projects

OUR OPERATIONS: THE TEAM



A WEB OF EXPERTEERS

Charities have the tough job of solving the world's most challenging problems, with little money to spend on the A team. So we have to get creative. It doesn't make life easy, but it is one of the constraints of the charity model.

So we engage a **web of experteers**.

A phenomenal group of people who put their time and effort into Palmera so we can have the A-team.



MEET OUR CREATIVE DIRECTORS & CORPORATE PARTNERS FROM PINK TANK

SHRUTI AND FRANK

PinkTank have been our Creative Probono Partners since we began.

Frank's parents shared his ethnic Tamil heritage with him, and as a result, he has always had a pull to showcase the strength, the resilience and the power of the Tamil men and women of Sri Lanka.

Shruti, has shared the creative role with Frank for many years now. She was the lead creative behind our Handmade cookbook and her precision, pragmatism and perspective is more than an asset to Palmera, it is a blessing.



MEET OUR

BOARD



Tammy Para

Board Chair
Director, Innovation and
Impact, Uniting



Abarna Raj

CEO, Palmera



Ram Kangatharan

Asia Pacific Group Managing
Director and CEO, Auto &
General Holdings



Rick Millen

Retired Executive Partner, PwC,
UNHCR Board Member



Shane Nichols

CEO, Good Return



Megan Donnelley

Innovation Consultant



Dr Manomohan

Consultant Cardiologist

FINANCIALS



ACFID Code compliant financial statements for the year ended 31 December 2018.

This summary financial report is in accordance with the requirements set out in the ACFID Code of Conduct (Code). The report has been derived from and is consistent with the financial statements for the full financial year ended 31 December 2018.

For further information on the Code please refer to the ACFID website www.acfid.asn.au A copy of the full financial statements for the year ended 31 December 2018 is available upon request emailing hello@palmera.org.

Statement of profit or loss and other comprehensive income for the year ended 31 December 2018

	2018 (\$)	2017 (\$)
REVENUE		
Donations & Gifts		
• Monetary	867,171	748,252
Grants		
• Department of Foreign Affairs and Trade	191,392	140,533
Other Income	14,037	13,233
TOTAL REVENUE	1,072,600	902,018
EXPENDITURE		
International Aid & Development Program Expenditure		
• Funds to International Projects	627,701	437,566
• Research Costs	122,136	69,418
• Program Support Costs	55,684	107,629
Fundraising Costs	40,566	43,468
Accountability & Administration Costs	23,805	24,662
TOTAL EXPENDITURE	869,892	682,743
EXCESS OF REVENUE OVER EXPENDITURE	202,708	219,275
Other comprehensive income	-	-
Net surplus attributable to members of the entity	202,708	219,275
Total comprehensive income attributable to members of the entity	202,708	219,275

Statement of financial position as at 31 December 2018

	2018 \$	2017 \$
ASSETS		
Cash and cash equivalents	1,118,051	855,104
Trade and other receivables	400	5,009
Total Current Assets	1,118,051	860,113
TOTAL ASSETS	1,118,051	860,113
LIABILITIES		
Trade and other payables	113,524	57,894
Provisions	-	-
TOTAL LIABILITIES	113,524	57,894
Net Assets	1,004,927	802,219
EQUITY		
Retained surplus	1,004,927	802,219
TOTAL EQUITY	1,004,927	802,219

Statement of changes in equity for the year ended 31 December 2018

	Retained Surplus	Total
BALANCE AT 1 JANUARY 2017	582,944	582,944
Comprehensive income		
Surplus for the year	219,275	219,275
Other comprehensive income for the year	-	-
BALANCE AT 31 DECEMBER 2017	802,219	802,219
BALANCE AT 1 JANUARY 2018	802,219	802,219
Comprehensive income		
Surplus for the year	202,708	202,708
Other comprehensive income for the year	-	-
BALANCE AT 31 DECEMBER 8	1,004,927	1,004,927

DIRECTOR'S DECLARATION

In accordance with a resolution of the directors of Palmera Projects, the directors declare that:

1. The ACFID Code Compliant financial statements are consistent with the statutory audited financial statements of Palmera Projects for the year ended 31 December 2018.
2. The full financial statements and notes, as set out on pages 6 to 15: a) comply with Australian Accounting Standards and the Australian Charities and Not-for-profits Commission Act 2012; b) give a true and fair view of the financial position of the company as at 31 December 2018 and of its performance for the year ended on that date.
3. In the directors' opinion there are reasonable grounds to believe that the company will be able to pay its debts as when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors.



Tamara Pararajasingham
Chair — Director



Abarna Suthanthiraraj
Director

Report on the ACFID Code Compliant Financial Statements

The accompanying ACFID code compliant financial statements of Palmera Projects, comprising the Statement Of Comprehensive Income, Statement of Financial Position, Statement of Changes in Equity, Table of Cash Movements for Designated Purposes for the year ended 31 December 2018, and abbreviated explanatory notes, are derived from the statutory audited full financial report of Palmera Projects for the year ended 31 December 2018. We have expressed a qualified opinion on those statutory audited financial statements on our report dated 16 May 2019.

The ACFID code compliant financial statements do not contain all the disclosures required by applicable Australian Accounting Standards and the Australian Charities and Not-for-profits Commission Act 2012. Reading the summary financial statements is not a substitute for reading the full audited financial report for Palmera Projects.

Responsibility for the ACFID code compliant financial statements

The directors of Palmera Projects are responsible for the preparation and presentation of the ACFID code compliant financial statements, and the basis of preparation is appropriate for the purpose in which they have been prepared in accordance with the Australian Council For International Development (ACFID) Code of Conduct.

Auditor's responsibility

Our responsibility is to express an opinion on the summary financial statements based on our procedures, which were conducted in accordance with Auditing Standard ASA 810 Engagements to report on Summary Financial Statements.

Auditor's Opinion

In our opinion, the ACFID code compliant financial statements derived from the full audited financial report of Palmera Projects are consistent, in all material respects, with the audited financial statements from which it was derived. However, ACFID code compliant financial statements should be read in conjunction with our audit report on the full statutory financial reports which contain a qualified audit opinion.



Steven Zabeti

Partner — Felsers, Chartered Accountants

A woman with dark skin and hair, wearing a pink short-sleeved shirt, is holding a large, tangled orange fishing net. She is looking directly at the camera with a neutral expression. The background is a blurred outdoor setting with trees and foliage. A large red rectangular overlay is on the left side of the image, containing the text 'THANK YOU' in white and 'PALMERA.ORG' in smaller white text below it.

THANK YOU

[PALMERA.ORG](https://palmera.org)

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