After a number of years working across varying facets of the Australian (and Asia-Pacific) impact sector, I was proud to join YGAP’s board in 2015. In April 2017, I was appointed Chairperson.

It has been a humbling experience observing (and advising) the organisation mature into what it is today. YGAP remains an organisation built on an innovative enterprising model that is continually trying to push the boundaries of both our impact work and funding model.

While we have retained a healthy willingness to remain entrepreneurial, over the past year the organisation has continued to consolidate its fundraising activities. With a narrower range of fundraising activities we have been able to focus more of our attention on our impact work. This has allowed YGAP to deepen our capacity to improve the lives of people living with disadvantage in some of the world’s toughest communities.

Last year, I had the pleasure of joining an Executive team member and a major supporter of YGAP to visit our work in Dhaka, Bangladesh. The appreciation and admiration for all staff, interns, volunteers, and (importantly) impact entrepreneurs we support grew exponentially after seeing the work first hand. I was personally very moved by the experience.

By supporting amazing impact entrepreneurs YGAP’s model has the capacity to shift the needle on the hundreds of millions of people living below the poverty line. Due to the amazing work of the local leaders we continue to find and support, hundreds of thousands of people are now receiving a quality education, earning a fair wage or living in a good home, free from violence and preventable disease. This is something we - as a community around the organisation - should be extremely proud of.

We are committed to supporting impact entrepreneurs working in some of the world’s toughest communities. We feel strongly about continually learning to do this more effectively through the experience of understanding their needs and engaging with them in the field.

Our present and future success is dependent upon the hard work of our talented team and I thank them for their efforts. I would also like to thank our entrepreneurs, supporters, donors, partners and all those who engage with our vision for their continued support.

On behalf of the board, we are proud to share this report with you.

Sincerely,

Daniel Madhavan

Daniel Madhavan
Stepping into 2018 marks a significant time for YGAP. Later this year, the organisation celebrates a new milestone: turning ten years old.

While excited for the year ahead, I am filled with pride to provide you an update of our organisational achievements in 2017.

When the founders of both YGAP and Spark International made a courageous decision to merge in early 2015, we set an ambitious target of improving the lives of one million people who live below the poverty line.

Across 2017, we saw the fruits of our hard work as a united organisation. This time last year we reported on the 145,624 people’s lives who have been significantly and measurably improved through the ventures we have supported. One year on, that number is now a remarkable 472,637.

I know this is just a statistic but I can tell you this means that hundreds of thousands of people now have access to a quality education, a safe house over their head, access to lifesaving medicine and opportunities for work to support their family.

I have personally met many beneficiaries of our work and I am compelled to thank you - our community of supporters - on their behalf.

Holding our competitive advantage remains a major organisational focus for us. Over the year, we continued to expand our global team, hone in our fundraising activities, tighten our operations, and importantly sophisticate how we provide the best early-stage support to locally run impact ventures.

I will take this opportunity to personally thank each member of our team. After nine years of work building and running YGAP with a community of exceptional human beings, I had the fortune of taking a break last year. In my time off, the organisation grew more quickly (in terms of people and impact) than we ever had in our organisational history! Maybe a clear sign that I am not needed... In all seriousness, I thank our team, led very strongly by Manita Ray (YGAP COO), who all stood tall to take on new leadership opportunities.

What you are about to read is a report celebrating your contribution to YGAP. We made some tough, but important, decisions in 2017. Including selling our major social enterprise: Feast of Merit. Collectively, we all remain so proud of our impact entrepreneurs for what they have achieved to date.

While we pause to reflect, the challenges for people living with disadvantage mount. So our time to reflect must remain brief.

With love,

Elliot Costello

CEO & CO-FOUNDER
LETTER
JANUARY 2018
YGAP is an international development not-for-profit with an innovative approach to poverty alleviation.

OVERVIEW

We back impact entrepreneurs - or as we like to call them ‘local leaders’ - with solutions to local problems in some of the world’s toughest communities.

Rather than imposing our perceived solutions on a foreign community, we support the local leaders who live there and have developed their own.

We believe the best solutions are entrepreneurial, so we focus on early stage ventures that exist to improve access to education or healthcare, create jobs or build safer homes.

We believe this is the most effective, sustainable means of tackling poverty because these local leaders understand the unique challenges of their communities. Our role is simply to help refine and scale their solutions.
Our deeply passionate impact team spans across three continents: Africa, Asia and Australia. The team have spent the past seven years refining our model, working out how best to support early stage impact entrepreneurs in some of the toughest communities around the world.

In April 2015, that model was elevated through the merging of YGAP and Spark International, with a shared passion for backing incredible local leaders. Leaders we know can have a significant and lasting impact on poverty alleviation around the world. Nearly three years on, we are seeing the fruits of such a powerful decision to bring these two organisations together.

Very excitingly, in 2017, we launched our inaugural YHER program, supporting African female-led ventures supporting women and children.

Our bold decision to launch a continent-wide accelerator came from our desire to back the best female-led Africa ventures. Overwhelmingly, we had over 500 female impact entrepreneurs apply across Africa. It was very difficult for our team to select the top nine female entrepreneurs. The program was held in November 2017 in Johannesburg.

We can proudly say 92 per cent of the ventures that have come through our program are still in operation!

In 2017, we ran eight accelerators across Africa, Asia and Australia, supporting 89 new impact ventures with entrepreneurship training and strategy support, creative, marketing, legal, and financial support to grow their ventures and increase their impact.
BY THE END OF 2017, YGAP IMPROVED THE LIVES OF OVER 472,000 PEOPLE LIVING IN DISADVANTAGE BY WORKING WITH 356 IMPACT VENTURES, INCLUDING:

- 85,287 people living in safer homes
- 71,584 people who have access to jobs
- 126,591 people receiving a quality education
- 189,175 people receiving improved healthcare

IN 2017, WE DELIVERED $930,669 TO THE FIELD

$432,800 directly granted to high impact ventures across Australia, Bangladesh, South Africa, and Kenya

$408,457 invested in supporting our early-stage growth of impact ventures

$89,412 invested in 60 entrepreneurs receiving small grants
Distributed five growth grants to Inuka Pap, IDWork, ENDA, African School of Excellence and Light of Hope.

Ran Kenyan and South African accelerators (18 ventures)
Distributed growth grant to Food for Education and Eat Up
Distributed a growth grant to Hands of Honour

Ran Kenyan, South African, and Australian accelerators (39 ventures)

Awarded a $304,000 grant from LaunchVIC to run three accelerators for migrants and refugees in Australia in 2018/19
Distributed growth grants to Eat Up and Daktar Bari

Ran YHER: our continental Africa accelerator exclusively for female-led ventures focused on women and children (9 ventures)
Distributed growth funding to Ukama

Provided growth grants to Try Moss Foods, Muchos Mangoes and Sustainability Professionals
The average student teacher ratio is 1 teacher to 52 students and Kenya requires 70,000 more teachers to adequately meet the educational needs of the 10 million children enrolled in primary school. Schools in rural areas or slums are the worst affected, meaning the poorest children stand little to no chance of lifting themselves out of poverty. University graduate Peggy Mativo set out on a mission to ensure every child had the same opportunity as her.

She founded PACE, an organisation that recruits, trains and deploys high school graduates as volunteer teachers in rural areas and slums during their pre-university break.

The volunteers provide teaching support, one-on-one tutoring and substitute services as well as managing extracurricular activities. In return, they receive mentoring, work experience and entrepreneurship training. With our support, PACE volunteer teachers are improving children's grades, meaning more pass the national exam, receive a high school education and go on to attend university.

In 2017 YGAP has been supported by some wonderful partners to drive the work of our amazing local leaders. We have partnered with generous individuals, foundations, corporations, and non-profits, endeavouring to bring each donor closer to the incredible work they support through unique engagement opportunities.

It has been our honour to host many of these supporters at events and unique experiences. We have hosted bi-monthly meetings, Back Local Change dinners, pitch events, and Impact Tours. In fact, over the year, we were fortunate to take 25 of our amazing supporters to visit 15 impact ventures in Kenya, South Africa and Bangladesh.

With our support, PACE volunteer teachers are improving children's grades, meaning more pass the national exam, receive a high school education and go on to attend university.

PEGGY’S STORY
ALUMNUS 2015

ONE IN TWO PRIMARY SCHOOL CHILDREN IN KENYA WILL FAIL THE NATIONAL EXAM REQUIRED FOR ENTRY TO HIGH SCHOOL. THE ROOT CAUSE OF THIS REALITY IS UNDER-RESOURCED SCHOOLS WITH A SEVERE SHORTAGE OF TEACHERS.
In 2017 YGAP has been supported by some wonderful partners to drive the work of our amazing local leaders. We have partnered with generous individuals, foundations, corporations, and non-profits, endeavouring to bring each donor closer to the incredible work they support through unique engagement opportunities.

We are passionate about offering continued opportunities to engage with the amazing impact ventures we support. They are the reason we exist. They are the frontline visionaries helping shape a world free from poverty.

We would like to thank our donors and partners who backed us over the last 12 months. The work of YGAP, the impact entrepreneurs we support and our collective ability to improve lives would not be possible without you.

With your continued support, we can find and back more local leaders determined to build impactful and scalable social ventures. We would like to formally recognise our major financial supporters of the last 12 months. Each has generously invested into our vision and helped improve the lives of hundreds of thousands of people living in poverty.

Thank you!
OUR PARTNERS

INDIVIDUALS

Alistair McDonald
Amanda Coote
Brendan & Grace O’Brien
Cameron Alcock
David O’Callaghan
Deb & Tony Radford
Diew Ndencako
Glenn Williams
Greg Pennels
Julia Thomas & Steve Brown
Karen Wood & Alex Sloan
Ian & Ingrid Tait
Linda Fox
Lisa Blundell
Lisa Fox
Jane Tewson
Michael Mai
Peter Cooper and Suparna Bhasin
Peter & Bronwyn Swan
Suzi and Barry Carp
Tracey Ryan

TRUSTS & FOUNDATIONS

Argidius Foundation
Barlow Family Foundation
Cameron Foundation
Church at Collective
English Family Foundation
Lord Mayor’s Charitable Foundation
Macquarie Foundation
Mai Foundation
Mai Tri Foundation
McLeod Family Foundation
Noel and Carmel O’Brien Foundation
Planet Wheeler Foundation
Radford Family Foundation
Ripple Foundation
Ryan Foundation
Vasudhara Foundation
Zip Inge Foundation

NON-PROFIT & GOVT

Australian Childhood Foundation
Crepes for Change
Global Development Group
Hagar International
LaunchVIC
Moral Fairground
New York Centre for Children
Rotary Club of Sydney
Rotary Overseas
Village Capital
World Vision Australia

CORPORATE PARTNERS

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CASPAK
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Streams Capital
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The Reactor
Tomorrowman Architects

YGAP BOARD MEMBERS

Aaron Tait
Adrian Lynch
Daniel Madhavan
Dave Curtis
Elena Crithley
Elliot Costello
Manita Ray
Marianne Roux
Kaitlin Tait
Imagine working tirelessly for years and being left with no professional identity. That despite your talent and achievements, you have no proven track record – only your word.

This is the reality for hundreds of thousands of informal labourers in South Africa who stand on the streets, holding signs in the hope of finding work.

Arjun Khoosal observed this injustice and developed a creative solution to a cycle of unemployment.

He co-founded Kandua: a mobile and web-based platform that enables tradesmen to register themselves online and build an online CV by collecting ratings and reviews.

Electricians, plumbers, painters and builders are no longer faces in the street, they are trusted professionals who have harnessed the power of the reference.

They are hardworking, talented tradesmen who have now been given the dignity of accountability and a professional track record.

With our backing, Kandua ensure informal labourers have an identity and their professional dignity restored. YGAP has strategically and financially enable Kandua to scale across South Africa improving access to employment for thousands of low-income workers.
YGAP’s Polished Man Campaign encourages men (and women) to take a stand and actively commit to ending violence against children by painting one nail for the month of October. The painted nail raises a conversation, awareness and funds to support children affected by violence.

WE BELIEVE IN A WORLD WHERE NO CHILD SUFFERS FROM VIOLENCE. BECAUSE IT SHOULDN’T HURT TO BE A CHILD, AND WE ALL HAVE THE POWER TO CHANGE THIS.

Approximately 90 per cent of all sexual violence against children is perpetrated by men, but Polished Man is not about pointing the finger. It’s about empowerment. It’s about asking men to unite and lead by example, channelling the collective strength of masculinity to protect society’s most vulnerable citizens and our future leaders.

All funds raised are channelled into trauma recovery and trauma prevention programs for children who have suffered from or are at risk of falling victim to violence right around the world.

Over the past four years the Polished Man campaign has seen significant growth. In 2017 our Polished Man Campaign raised $1.65 million, a 65 per cent increase on the previous year.

Since October 2014, Polished Man has raised $3.2 million, distributing over $2.4 million to impact partners to help end violence against children. To date, Polished Man has engaged over 78,000 people from over 100 countries around the world.

Major Partners:
- Grill’d
- Tofu Digital & Social Agency
- Carat
- Edelman
- Norwood
- Corwin
- Saxall
- Willow and Blake
- The Orchard
- Tic Group
- Hollywood Nails

www.polishedman.com
info@polishedman.com
Lyndon grew up in Shepparton, country Australia, with a great love of his home town. However, he was shocked when he picked up the local paper and read an article about the 1 in 8 children in Australia who were going hungry at school.

Lyndon was convinced a local solution could be found, so he started Eat Up Australia. Armed with a passion for no child to go hungry, they deliver school lunches to Australian school children, ensuring they can focus properly, graduate from school and break the cycle of disadvantage.

Through YGAP’s support, Lyndon was able to leverage training, networks, and funding to turn Eat Up into a sustainable and impactful organisation. Eat Up is now regularly feeding over 10,000 disadvantaged children in 213 schools in Australia.
WALI’S STORY

Wali Bhuiyan was unwilling to be a bystander watching generations of untapped potential go to waste. Committed to transforming rural schools into engaging and stimulating learning environments - Wali is making school tasty.

He started Light of Hope and, now a leader in the education sector in Bangladesh, Wali runs a suite of education products and services, from providing portable, solar-powered classrooms and libraries he wished he had growing up in a community, to science kits and platforms with educational content in local language, professional courses for teachers parents, and critical future skills programs for kids.

With our support, Wali is addressing the education crisis in Bangladesh from the bottom up, ensuring every child is afforded the right to receive an equal start in life. So far Light of Hope has improved the lives of over 42,000 learners! Something we are truly proud of.

FEAST OF MERIT

Since YGAP launched Feast of Merit in March 2014, the social enterprise has employed more than 150 people, served more than 400,000 meals and played a significant role in helping YGAP improve the lives of hundreds of thousands of people’s lives living in poverty around the world.

As our flagship social enterprise, Feast of Merit’s atmosphere created a movement for YGAP, enabling people to make a difference simply by choosing where to buy their coffee or dine for a meal. We are so grateful to our staff, volunteers, customers and supporters for their invaluable contributions over the past three and a half years.

In November 2017, YGAP made a bold decision to sell Feast of Merit. While the business sale does mark the end of a special and successful time for YGAP, we are excited to take the next step in our own entrepreneurial journey. We are always exploring how new and innovative models can support our core mission – to generate the best outcomes for people living in poverty.

Many of you reading this report have been integral to making Feast of Merit the success it has been and we thank you for your tireless contribution.

WE BELIEVE IN A WORLD WITHOUT POVERTY AND WE BELIEVE IT TAKES LOCAL LEADERS TO MAKE THIS WORLD A REALITY.