

**The Property Industry Foundation Limited**  
**Annual Report year ended 31 October 2023**

**The Property Industry Foundation Limited**  
**Contents**  
**For the financial year ended 31 October 2023**

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The Directors of The Property Industry Foundation Limited (the "Foundation") present their report for the year ended 31 October 2023.

The financial report is presented in Australian currency and was authorised for issue by the directors on 5 March 2023.

The Foundation is domiciled in Australia. Its registered office and principal place of business is:

Suite 5 Level 2 Grafton Bond Building  
201 Kent Street Sydney NSW 2000

### **Directors of the Foundation**

The persons listed below were directors of the Foundation during the whole of the year and up to the date of this report, unless noted otherwise:

Anthony Boyd  
Virginia Briggs  
Gregory Clarke (resigned 7 December 2022)  
Natalie Devlin (appointed 19 April 2023)  
Jane Fitzgerald  
Steven Gatt (resigned 6 December 2023)  
Salvatore Guardala (appointed 4 November 2022)  
Peter King  
Penelope Ransom  
Timothy Slattery  
Malcom Tyson

### **Company Secretary**

Terence Petry

### **Principal activities**

The Foundation provides funding and direct support for programs to assist homeless and at-risk youth.

### **Significant changes in the state of affairs**

There were no significant changes in the state of affairs of the Foundation during the year.

### **Review of operations**

The Foundation's surplus for the year ended 31 October 2023 was \$289,311 (2022: surplus of \$126,427).

### **Matters subsequent to the end of the financial year**

No other matter or circumstance has arisen since 31 October 2023 that has significantly affected, or may significantly affect:

- (a) the Foundation's operations in future financial years;
- (b) the results of those operations in future financial years; or
- (c) the Foundation's state of affairs in future financial years.

### **Likely developments and expected results of operations**

The Foundation is considering significant investment in a charitable building project in Sydney whereby the City of Sydney Council would provide land for the Foundation to build a residential complex for youth at risk to be operated by the Salvation Army. During the year the Foundation executed a lease with City of Sydney Council and confirmation to proceed with this project will likely occur later in 2024.

### **Environmental regulation**

The Foundation is not subject to any significant environmental regulation.

### **Auditor's Independence Declaration**

The auditor's independence declaration as required under section 60-40 of the *Australian Charities and Not-for-Profit Commission (ACNC) Act 2012* (Cth) is set out on page 5 and forms part of the Directors' Report.

### **Insurance of officers**

During the financial year, the Foundation paid a premium of \$4,294 to insure the directors, officers and secretary of the Foundation.

**The Property Industry Foundation**  
**Directors Report (Continued)**  
For the financial year ended 31 October 2021

The liabilities insured are legal costs that may be incurred in defending civil or criminal proceedings that may be brought against the officers in their capacity as officers of the Foundation, and any other payments arising from liabilities incurred by the officers in connection with such proceedings. This does not include such liabilities that arise from conduct involving a wilful breach of duty by the officers or the improper use by the officers of their position or of information to gain advantage for themselves or someone else or to cause detriment to the Foundation. It is not possible to apportion the premium between amounts relating to the insurance against legal costs and those relating to other liabilities.

This report is made in accordance with a resolution of directors of The Property Industry Foundation Limited.



Anthony Boyd  
Director  
Sydney, 5 March 2024



### Auditor's Independence Declaration

As lead auditor for the audit of The Property Industry Foundation Limited for the year ended 31 October 2023, I declare that to the best of my knowledge and belief, there have been no contraventions of any applicable code of professional conduct in relation to the audit.

A handwritten signature in black ink, appearing to read 'Josephine Hellstern'.

Josephine Hellstern  
Partner  
PricewaterhouseCoopers

Sydney  
5 March 2024

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**The Property Industry Foundation Limited**  
**Statement of Comprehensive Income**  
For the financial year ended 31 October 2023

	Notes	2023 \$	2022 \$
<b>REVENUE</b>			
<b>Donation &amp; Fundraising Income</b>			
Donations	3	2,925,361	2,422,910
Fundraising Income	3	2,461,497	3,376,268
		5,386,858	5,799,178
<b>Investment Income</b>			
Distributions & Dividends		38,532	251,492
Realised gains/(losses)		70,746	-
Unrealised gains/(losses)		(94,395)	(612,449)
Interest Income		4,993	67
		19,876	(360,890)
<b>Total Revenue and Investment &amp; Other income</b>		5,406,734	5,438,288
<b>EXPENSES</b>			
Yachting regattas		(247,268)	(238,642)
Annual balls/dinners		(64,425)	(157,662)
Networking and other events		(151,388)	(118,191)
Steps for Homeless Youth		(101,038)	-
National Hard Hat Day		(1,411)	(11,687)
Cycling Rallies		(295,114)	(291,461)
Fitness Challenge		-	(10,352)
Appeals		(5,050)	(6,247)
Future Leaders SleepOut		(44,478)	(18,059)
Employee benefits expense	4	(1,886,379)	(1,762,503)
Depreciation	4	(18,561)	(24,228)
IT related services and charges	4	(37,883)	(35,080)
Office occupation expense	4	(86,688)	(62,323)
Office supplies expense		(4,780)	(5,846)
Marketing and travel expenses		(64,371)	(110,222)
Utilities expense		(10,631)	(5,941)
Insurance expense		(17,223)	(13,968)
Other expenses		(255,562)	(152,362)
<b>Total Expenses</b>		(3,292,250)	(3,024,774)
<b>Surplus before income tax expense</b>		2,114,484	2,413,514
Income tax expense	1(b)	-	-
<b>Surplus after income tax expense</b>		2,114,484	2,413,514
Distributions to eligible charities		(1,825,173)	(2,287,087)
<b>Net surplus/(deficit)</b>		289,311	126,427
<b>Other Comprehensive income/(loss)</b>		-	-
<b>Total Comprehensive Income/(loss) for the year</b>		289,311	126,427

*The above statement of comprehensive income should be read in conjunction with the accompanying notes.*

**The Property Industry Foundation Limited**  
**Statement of Financial Position**  
As at 31 October 2023

	Notes	2023 \$	2022 \$
<b>ASSETS</b>			
<b>Current assets</b>			
Cash assets	5	1,485,966	1,557,915
Receivables	6	266,502	70,435
Other	7	69,379	94,492
Total current assets		<u>1,821,847</u>	<u>1,722,842</u>
<b>Non-current assets</b>			
Financial assets at fair value through profit or loss	8	2,883,699	2,893,287
Property, plant and equipment	9	28,581	37,969
Total non-current assets		<u>2,912,280</u>	<u>2,931,256</u>
<b>Total assets</b>		<u>4,734,127</u>	<u>4,654,098</u>
<b>LIABILITIES</b>			
<b>Current liabilities</b>			
Payables		90,819	104,665
Accruals		-	3,495
Employee benefit obligations		101,300	135,476
Deferred Income		226,927	384,692
Total current liabilities		<u>419,046</u>	<u>628,328</u>
<b>Non-current liabilities</b>			
Provisions	10	<u>20,000</u>	<u>20,000</u>
<b>Total liabilities</b>		<u>439,046</u>	<u>648,328</u>
<b>Net assets</b>		<u>4,295,081</u>	<u>4,005,770</u>
<b>EQUITY</b>			
Units issued / Contributed Equity	11	-	-
Retained surpluses	12	<u>4,295,081</u>	<u>4,005,770</u>
<b>Total equity</b>		<u>4,295,081</u>	<u>4,005,770</u>

*The above statement of financial position should be read in conjunction with the accompanying notes.*

**The Property Industry Foundation Limited**  
**Statement of Changes in Equity**  
For the financial year ended 31 October 2023

	<b>Contributed Equity</b>	<b>Reserves</b>	<b>Accumulated (Deficit)/Surplus</b>	<b>Total</b>
	\$	\$	\$	\$
<b>Balance at 1 November 2021</b>	100	-	3,879,243	3,879,343
Net surplus for the year	-	-	126,427	126,427
Transfer to Retained Earnings:	(100)	-	100	-
Other comprehensive income for the year:	-	-	-	-
<b>Balance at 31 October 2022</b>	-	-	4,005,770	4,005,770
<b>Balance at 1 November 2022</b>	-	-	4,005,770	4,005,770
Net surplus for the year	-	-	289,311	289,311
Other comprehensive income for the year:	-	-	-	-
<b>Balance at 31 October 2023</b>	-	-	4,295,081	4,295,081

*The above statement of changes in equity should be read in conjunction with the accompanying notes.*



**The Property Industry Foundation Limited**  
**Statement of Cash Flows**  
For the financial year ended 31 October 2023

	Notes	2023 \$	2022 \$
<b>Cash flows from operating activities</b>			
Receipts from donations and fundraising activities		4,223,385	5,575,011
Payments for fundraising activities		(1,107,657)	(1,090,197)
Interest received		4,993	67
Payments to other suppliers and employees		(2,389,920)	(2,041,639)
Distributions to eligible charities		(818,048)	(1,579,652)
<b>Net cash (outflow)/inflow from operating activities</b>	17	<b>(87,247)</b>	<b>863,590</b>
<b>Cash flows from investing activities</b>			
Payments for property, plant and equipment		(9,173)	(10,857)
Receipts/(Payments) for fair value through profit and loss assets		(14,061)	(229,419)
Distributions received from fair value through profit and loss assets		38,532	251,492
<b>Net cash (outflow)/inflow from investing activities</b>		<b>15,298</b>	<b>11,217</b>
<b>Cash flows from financing activities</b>			
<b>Net cash inflow from financing activities</b>		-	-
<b>Net increase/(decrease) in cash held</b>		<b>(71,949)</b>	<b>874,806</b>
Cash at the beginning of the financial year		<b>1,557,915</b>	<b>683,109</b>
<b>Cash at the end of the financial year</b>	5	<b>1,485,966</b>	<b>1,557,915</b>

*The above statement of cash flows should be read in conjunction with the accompanying notes.*

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**Note 1. Summary of significant accounting policies**

These financial statements have been prepared by the directors of The Property Industry Foundation Limited (the "Foundation"). The principal accounting policies adopted in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

**a) Basis of preparation**

These general purpose financial statements have been prepared to satisfy the reporting obligations of the Foundation for the purpose of complying with the Australia Charities and Not-for-profits Commission Act 2012 requirements. The financial statements present the results of the Property Industry Foundation Limited for the year ended 31 October 2023.

This note provides a list of all significant accounting policies adopted in the preparation of these financial statements. These policies have been consistently applied to all the years presented, unless otherwise stated.

The financial statements have been prepared in accordance with the recognition and measurement principles of Australian Accounting Standards and other mandatory professional requirements in Australia.

The Foundation is a not-for-profit entity for the purpose of preparing the financial statements.

*(i) Compliance with Australian Accounting Standards – Simplified disclosure requirements*

The financial statements of the Foundation comply with Australian Accounting Standards – Simplified Disclosure Requirements as issued by the Australian Accounting Standards Board (AASB) except as described above.

*(ii) Going Concern*

The financial report has been prepared on the basis that the Foundation is a going concern, which assumes continuity of normal business activities and the realisation of assets and the settlement of liabilities in the ordinary course of business. Factors considered in making this assessment include the current year to date performance and forecasts.

*(iii) Historical cost convention*

These financial statements have been prepared under the historical cost convention other than Investments in Managed Funds which are carried at fair value. Refer to note 1(l) for further information.

*(iv) New and amended standards adopted*

No new accounting standards or amendments have come into effect for the year ended 31 October 2023 that affect the Foundation's operations or reporting requirements.

*(v) Critical accounting estimates*

The preparation of financial statements requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Foundation's accounting policies. These include estimates of the fair value of financial assets held at fair value through Profit or Loss.

**b) Income tax**

The Foundation is exempt from the payment of income tax under section 50-5 of the *Income Tax Assessment Act 1997*.

**c) Revenue**

Revenue is measured at the fair value of the consideration received or receivable. The Foundation records revenue when the amount of revenue can be reliably measured, it is probable that economic benefits will flow to the Foundation and specific criteria have been met for each of the Foundation's activities as detailed below.

Revenue is recognised for the major business activities as follows:

*(i) Revenue recognition policy for revenue from contracts with customers (AASB 15)*

AASB 15 requires revenue to be recognised where there is an 'enforceable' contract with a customer with sufficiently specific performance obligations being satisfied.

The basis for revenue recognition is a 5-step model as follows:

1. Identify the contract with the customer
2. Identify sufficiently specific performance obligations
3. Determine the transaction price
4. Allocate the transaction price
5. Recognise revenue

*(ii) Revenue recognition policy for income of not-for-profit entities (AASB 1058)*

If it is not an enforceable arrangement and/or the performance obligation are not sufficiently specific, then income is recognised under AASB 1058, almost always immediately.

*Functions*

Revenue from fundraising functions is recognised when the event occurs.

*Donations*

Amounts disclosed as donation revenues are recognised on a cash received basis except when there are specific obligations attached to the donation, in which case the donation is recognised as deferred income until those obligations are satisfied.

*Building services contributions and Other volunteer services*

The Foundation receives pro bono services or in-kind donations from a range of providers involved in the property industry. To the extent that such in-kind donations relate to building or refurbishing works (including directly related professional services), the fair value of these goods or services, as determined by the Foundation, are recognised as revenue with an equivalent expense. The amount of revenue recognised in respect of pro bono services and in-kind services during the financial year was \$1,007,125 (2022: \$707,435). The Foundation has elected as a policy decision not to recognise other classes of volunteer services due to the variety of sources and impracticality of measurement.

*(iii) Interest income*

Interest income is recognised using the effective interest rate method.

*(iv) Investment income*

Distributions are recognised as revenue when the right to receive payment is established.

**d) Leases**

The Foundation applies the temporary option for not-for-profit lessees to elect to measure a class (or classes) of right-of-use assets arising under concessionary (or below-market) leases at initial recognition, either:

- at cost, which incorporates the amount of the initial measurement of the lease liability; or
- at fair value

The Foundation has elected to recognise this at cost.

The Foundation occupies its principal place of business under a lease which it receives concessionary or below market terms and conditions principally to enable the Foundation to further its charitable objectives. This lease expires on 30 November 2024.

**e) Receivables**

Receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method. Receivables are non-interest bearing. Receivables are generally due for settlement within 30 days.

Collectability of receivables is reviewed on an ongoing basis. The Foundation applies the AASB 9 simplified approach to measuring expected credit losses which uses a lifetime expected loss allowance for all trade receivables.

Debts which are known to be uncollectible are written off by reducing the carrying amount directly. A provision for doubtful receivables is used when there is objective evidence that the Foundation will not be able to collect all amounts due according to the original terms of the receivables. The amount of the provision is recognised in the statement of comprehensive income within other expense. When receivables for which a provision allowance had been recognised becomes uncollectible in a subsequent period, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against other expenses in the statement of comprehensive income.

**f) Property, plant and equipment**

Property, plant and equipment is stated at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Foundation and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the statement of comprehensive income during the reporting period in which they are incurred.

Depreciation on assets is calculated using the straight-line method to allocate their cost or re-valued amounts, net of their costs, over their estimated useful lives, as follows:

Office equipment	3 years
Furniture and fittings	5 years

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting date.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing proceeds with carrying amount and included in the statement of comprehensive income.

**g) Payables**

These amounts represent liabilities for goods and services provided to the Foundation prior to the end of financial year which are unpaid. The amounts are unsecured and are usually paid within 30 days of recognition. Payables are presented as current liabilities unless payment is not due within 12 months from the reporting date. They are recognised initially at their fair value and subsequently measured at amortised cost using the effective interest rate method.

**h) Provisions**

Provisions are recognised when the Foundation has a present legal or constructive obligation as a result of past event, it is probable that an outflow of resources will be required to settle the obligation, and the amount has been readily estimated. Provisions are not recognised for future operating losses.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

Provisions are measured at the present value of management's best estimate of the expenditure required to settle the present obligation at the end of the reporting date. The increase in the provision due to the passage of time is recognised as interest expense.

**i) Employee benefits**

*(i) Wages, salaries and annual leave*

Liabilities for wages and salaries, including annual leave expected to be settled within 12 months of the reporting date are recognised in current liabilities in respect of employees' services up to the reporting date and are measured at the amounts expected to be paid when the liabilities are settled. Liabilities for non-accumulating sick leave are recognised when the leave is taken and measured at the rates paid or payable.

*(ii) Long service leave*

The liability for long service leave is recognised in provisions and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on national government bonds with terms to maturity and currency that match, as closely as possible, the estimated future cash outflows.

*(iii) Retirement Benefit Obligations*

All employees of the company are entitled to benefits from superannuation on retirement, death or disability. The company contributes to defined contribution superannuation funds as nominated by the individual employees and these contributions are recognised as an expense as they become payable.

**j) Cash and cash equivalents**

For purposes of the statement of cash flows, cash and cash equivalents includes cash on hand, deposits at call with financial institutions, other short- term, highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

**k) Goods and services tax (GST)**

Revenues, expenses and assets are recognised net of the amount of associated GST, unless the GST incurred is not recoverable from the taxation authority. In this case it is recognised as part of the cost of acquisition of the asset or as part of the expense.

Receivables and payables are stated inclusive of the amount of GST receivable or payable. The net amount of GST recoverable from, or payable to, the taxation authority is included with other receivables or payables in the balance sheet.

Cash flows are presented on a gross basis. The GST components of cash flows arising from investing or financing activities which are recoverable from, or payable to the taxation authority, are presented as operating cash flows.

**l) Investments**

Investments are comprised of listed securities and unlisted managed funds. The fair value of listed securities and listed trusts is determined by the market price of the investment at Reporting Date. The fair value of unlisted managed funds is determined using market data and rely as little as possible on specific estimates and is provided by the fund manager.

**Note 2. Financial risk management**

The Foundation's activities expose it to a variety of financial risks including credit risk, market and liquidity risk. The Foundation's overall financial risk management program seeks to minimise the potential adverse effects of these risks on the financial operations of the Foundation. The Foundation uses an approved annual budget of expenditure and cashflow forecasts to monitor financial risks.

The Foundation manages its capital by budgeting its operations in line with the existing fundraising activities, donations and contributions from the public and the timing, nature and quantum of distributions to eligible charities.

The Finance & Audit Committee, a subcommittee of the Board, reviews financial risks and reports to the board. A separate committee, the Risk Management Committee, a subcommittee of the Board, is responsible for reviewing other risk areas. The Board provides approval for overall risk management covering specific areas such as credit risk and market risk.

Refer to note 8 for the Foundation's investments that are held at fair value through profit and loss.

**Note 3. Revenue – Donations and fundraising income**

	2023	2022
	\$	\$
<b>Revenue</b>		
Donations		
National donations	765,000	727,500
Platinum donations	207,000	227,500
Gold donations	152,500	150,250
Silver donations	158,000	132,500
General corporate donations	31,232	127,833
Regular Giving donations	16,000	22,514
Appeals	24,097	46,698
Building Fund donations	564,407	280,680
Building services contributions and other volunteer services	1,007,125	707,435
	<b>2,925,361</b>	<b>2,422,910</b>
Fundraising revenue		
National Hard Hat Day	164,646	208,025
Annual Balls/Dinners	112,857	572,071
Yachting regattas	657,143	633,360
Furniture Fund	2,153	232,935
Cycling rallies	588,806	685,011
Future Leaders SleepOut	137,883	118,522
Walk Against Homelessness	157,735	280,302
Steps for Homelessness Youth	163,835	250,302
Fitness Challenges	-	157,735
Industry Association Events	324,157	291,298
Networking and other events	308,021	197,207
	<b>2,461,497</b>	<b>3,376,268</b>
	<b>5,386,858</b>	<b>5,799,178</b>

**Note 4. (Deficit)/Surplus**

Surplus before income tax includes the following expenses:

	2023	2022
	\$	\$
Depreciation of non-current assets	18,561	24,228
Employee benefits expense	1,886,379	1,762,503
Office occupation expense	86,688	62,323



**The Property Industry Foundation Limited**  
**Notes to the financial statements (continued)**  
For the financial year ended 31 October 2023

**Note 5. Cash and cash equivalents**

	2023	2022
	\$	\$
Cash at bank and on hand	1,485,966	1,557,915

**Note 6. Receivables**

	2023	2022
	\$	\$
Receivables	266,502	70,435

These amounts generally arise from fundraising events.

**Note 7. Other assets**

	2023	2022
	\$	\$
Prepayments	58,729	78,733
Other	10,650	15,759
Current assets - other	69,379	94,492

**Note 8. Financial assets at fair value through profit or loss**

Fair value through profit and loss financial assets include the following classes of financial assets:

	2023	2022
	\$	\$
<b>Financial assets at fair value through profit or loss</b>		
Investments – Managed funds	62,994	2,893,287
Investments – Exchange Traded Fund	2,820,705	-
	2,883,699	2,893,287

**Note 9. Property, plant & equipment**

	Furniture Fittings	Office Equipment	Total
<b><u>At 31 October 2022</u></b>			
Cost	163,533	280,531	444,064
Accumulated depreciation	(161,154)	(244,941)	(406,095)
Net book amount	2,379	35,590	37,969
<b><u>Year ended 31 October 2023</u></b>			
Opening net book amount	2,379	35,590	37,969
Additions	2,309	6,864	9,173
Depreciation charge	(699)	(17,862)	(18,561)
Closing net book amount	3,989	24,592	28,581
<b><u>At 31 October 2023</u></b>			
Cost	165,842	287,395	453,237
Accumulated depreciation	(161,853)	(262,803)	(424,656)
Net book amount	3,989	24,592	28,581

**Note 10. Provisions**

	2023	2022
	\$	\$
Make good provision	<u>20,000</u>	<u>20,000</u>
	<u>20,000</u>	<u>20,000</u>

**(a) Make good provision**

The Foundation is required to restore the leased premises to their original condition at the end of the respective lease terms. A provision has been recognised for the estimated expenditure required to remove any leasehold improvements. These costs have been capitalised and are amortised over the shorter of the term of the lease or the useful life of the assets.

**Note 11. Shares issued**

The Foundation, being a company limited by guarantee, has no share capital. Members are liable for the amount of their guarantee, which is \$10 per member and there are currently 8 members.

**Note 12. Retained surpluses**

	2023	2022
	\$	\$
Retained surplus at the beginning of the financial year	4,005,770	3,879,243
Cancellation of units of Old Foundation upon deregistration	-	100
Net surplus/(deficit) for the financial year	<u>289,311</u>	<u>126,427</u>
Retained surplus at the end of the financial year	<u>4,295,081</u>	<u>4,005,770</u>

**Note 13. Remuneration of auditors**

The audit of the Foundation for the year ended 31 October 2023 was carried out by PricewaterhouseCoopers. The audit is done on an honorary basis and therefore no expense was incurred by the Foundation.

**Note 14. Related parties**

The following persons were directorship of the Foundation for the whole of the year and up to the date of this report unless noted otherwise.

Anthony Boyd  
Virginia Briggs  
Gregory Clarke (resigned 7 December 2022)  
Natalie Devlin (appointed 19 April 2023)  
Jane Fitzgerald  
Steven Gatt (resigned 6 December 2023)  
Salvatore Guardala (appointed 4 November 2022)  
Peter King  
Penelope Ransom  
Timothy Slattery  
Malcom Tyson

**Company Secretary**  
Terence Petry

**Transactions with directors and director-related entities**

Several of the directors are employees or directors of donor companies who have paid donations in the year to become members of the Foundation and who provide in kind donations or sponsorships in the ordinary course of business. Set out below are the contributions made by director related entities during the financial year (excluding participation in fundraising events in the ordinary course of business).

	2023	2022
	\$	\$
Donations	215,753	416,000
Sponsorships	70,000	80,000
<b>Total donations &amp; sponsorships</b>	<b>285,753</b>	<b>496,000</b>

**Key management personnel compensation**

	2023	2022
	\$	\$
	<b>487,058</b>	<b>437,510</b>

**Remuneration of directors**

Non-executive directors are not remunerated in connection with the management of the affairs of the Foundation.

**Note 15. Commitments & Contingencies**

**Lease commitments:**

*(i) Non-cancellable operating leases*

The Foundation leases office space in Sydney & Brisbane under non-cancellable operating leases expiring within 5 years.

	2023	2022
	\$	\$
Commitments for minimum lease payments in relation to a non-cancellable operating lease are payable as follows:		
Within one year	71,458	69,026
Later than one year but not later than five years	3,929	50,349
	<b>75,387</b>	<b>119,375</b>

The Foundation is considering significant investment in a charitable building project in Sydney whereby the City of Sydney Council would provide land for the Foundation to build a residential complex for youth at risk to be operated by the Salvation Army. During the year the Foundation executed a lease with City of Sydney Council and confirmation to proceed with this project will likely occur later in 2024. As at 31 October there were no lease commitments relating to this matter.

**Charitable commitments:**

The Foundation refurbished a facility owned by Wesley Mission and subsequently agreed to fund counsellors/youth workers for this facility (Haven House Dundas) for 5 years at \$300,000 per year (paid quarterly) commencing 1 July 2019 and expiring 1 July 2024 which give rise to the following commitments:

	2023	2022
	\$	\$
Commitment to fund counsellors/youth workers:		
Within one year	<u>225,000</u>	<u>300,000</u>
Later than one year but not later than five years	<u>-</u>	<u>225,000</u>
	<u>225,000</u>	<u>525,000</u>

**Contingencies:**

It is the Directors' view that there are no contingent liabilities.

**Note 16. Charitable Disbursements**

During the year the Foundation made distributions to charities totalling \$1,825,173 (2022: \$2,287,087). In addition, in the current and prior years the Foundation has approved in principle funding of a number of projects which are expected to proceed in 2024.

**Note 17. Cash flow information**

Reconciliation of operating surplus to net cash flows from operating activities.

	2023	2022
	\$	\$
Net Surplus/(Deficit)	289,311	126,427
Depreciation	18,561	24,228
(Gain)/Loss on disposal of investment funds	(70,746)	-
Unrealised (gain)/loss on investment funds	94,395	612,449
Dividends reinvested in investment funds	(38,532)	(251,492)
Change in operating assets and liabilities:		
(Increase)/decrease in receivables	(196,068)	31,309
(Increase)/decrease in other assets	25,115	23,454
Increase/(decrease) in deferred income	(157,765)	214,065
Increase/(decrease) in payables	(13,847)	81,957
Increase in provisions	(37,671)	1,193
<b>Net cash (outflow)/inflow from operating activities</b>	<u>(87,247)</u>	<u>863,590</u>

**Note 18. Events occurring after the balance sheet date**

No other matter or circumstance has arisen since 31 October 2023 that has significantly affected, or may significantly affect:

- (a) the Foundation's operations in future financial years;
- (b) the results of those operations in future financial years; or
- (c) the Foundation's state of affairs in future financial years.

**Note 19. Additional information furnished under the *Charitable Fundraising Act 1991 (NSW)* and the Regulations**

	2023	2022
	\$	\$
<b>a) Details of gross income and expenditure of fundraising appeals</b>		
Gross proceeds from fundraising appeals <sup>1</sup>	2,461,497	3,376,268
Total costs of fundraising appeals	<u>(910,172)</u>	<u>(852,302)</u>
Net surplus from fundraising	<u>1,551,325</u>	<u>2,523,966</u>

<sup>1</sup>Gross proceeds from fundraising exclude donations

	2023	2022
	\$	\$
<b>b) Statement showing how funds received were applied to charitable purposes</b>		
Net surplus from fundraising	1,551,325	2,523,966
This was applied to charitable purposes in the following manner:		
Distributions to eligible charities (excluding value of pro bono/in-kind services)	<u>(818,048)</u>	<u>(1,579,652)</u>
Surplus/(Deficit) in funds available from fundraising	<u>733,277</u>	<u>944,314</u>

**c) Fundraising appeals conducted during the year**

Special events held during the year included National Hard Hat Day, Networking Forums, Annual Foundation Dinners, Yachting Regattas, charity sleepouts and Cycling Rallies.

**d) Comparison of monetary figures and percentages**

	2023	2022
	\$	\$
Total cost of fundraising	910,172	852,302
Gross income from fundraising	<u>2,461,497</u>	<u>3,376,268</u>
% of fundraising cost over income	<u>37%</u>	<u>25%</u>
Net surplus from fundraising	1,551,325	2,523,966
Revenue	<u>2,461,497</u>	<u>3,376,268</u>
% of surplus over revenue	<u>63%</u>	<u>75%</u>
Total distributions to eligible charities (excluding value of pro bono/in-kind services)	818,048	1,579,652
Net surplus from fundraising	<u>1,551,325</u>	<u>2,523,965</u>
% of total distributions to eligible charities over surplus	<u>53%</u>	<u>63%</u>
Total distributions to eligible charities (including value of pro bono/in-kind services)	1,825,173	2,287,087
Net surplus from fundraising	<u>1,551,325</u>	<u>2,523,966</u>
% of total distributions to eligible charities over surplus	<u>118%</u>	<u>91%</u>

**The Property Industry Foundation Limited**  
**Directors' Declaration**  
For the financial year ended 31 October 2023

**Declaration for the year ended 31 October 2023**

The directors of The Property Industry Foundation Limited declare that in our opinion:

- (a) the financial statements and notes set out on pages 6 to 21 are in accordance with the *Australian Charities and Not-for-Profit Commission Act 2012* (Cth) and the Constitution, including:
  - (i) complying with Accounting Standards, and other mandatory professional reporting requirements; and
  - (ii) giving a true and fair view of the Foundation's financial position as at 31 October 2023 and of its performance for the financial year ended on that date; and
- (b) there are reasonable grounds to believe that the Foundation will be able to pay its debts as and when they become due and payable.;
- (c) the accounts give a true and fair view of all income and expenditure with respect to fundraising appeals;
- (d) the provisions and regulations of the *Charitable Fundraising Act 1991* (NSW) and the conditions attached to the fundraising authority have been complied with by the Foundation.
- (e) the internal controls in operation by the Foundation are appropriate and effective in accounting for all income received and applied by the Foundation from any of its fundraising appeals.

This declaration is made in accordance with a resolution of the directors of The Property Industry Foundation Limited.



Anthony Boyd  
Director  
Sydney, 5 March 2024



## Independent auditor's report

To the members of The Property Industry Foundation Limited

Report on the audit of the financial report

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### Our qualified opinion

In our opinion, except for the possible effects of the matter described in the *Basis for qualified opinion* section of our report, the accompanying financial report of The Property Industry Foundation Limited (the Foundation) is in accordance with Division 60 of the *Australian Charities and Not-for-profits Commission (ACNC) Act 2012*, including:

- (a) giving a true and fair view of the Foundation's financial position as at 31 October 2023 and of its financial performance for the year then ended
- (b) complying with Australian Accounting Standards - Simplified Disclosures and Division 60 of the *Australian Charities and Not-for-profits Commission Regulations 2022*.

### What we have audited

The financial report comprises:

- the statement of financial position as at 31 October 2023
- the statement of comprehensive income for the year then ended
- the statement of changes in equity for the year then ended
- the statement of cash flows for the year then ended
- the notes to the financial statements, including material accounting policy information and other explanatory information
- the directors' declaration.

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### Basis for qualified opinion

Cash from donations and other fundraising activities are a significant source of revenue for the Foundation. The directors have determined that it is impracticable to establish control over the collection of revenue from these sources prior to entry into its financial records. Accordingly, as the evidence available to us regarding revenue from cash donations and other fundraising activities was limited, our audit procedures with respect to revenue from these sources had to be restricted to the amounts recorded in the Foundation's financial records. As a result, we are unable to express an opinion as to whether revenue from cash donations and other fundraising activities is complete.

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the financial report* section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified opinion.

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#### *Independence*

We are independent of the Foundation in accordance with the ethical requirements of the Accounting Professional & Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants (including Independence Standards)* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

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#### **Other information**

The directors are responsible for the other information. The other information comprises the information included in the annual report for the year ended 31 October 2023, but does not include the financial report and our auditor's report thereon.

Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon through our opinion on the financial report.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

If, based on the work we have performed on the other information that we obtained prior to the date of this auditor's report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

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#### **Responsibilities of the directors for the financial report**

The directors of the Foundation are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards - Simplified Disclosures and the *Australian Charities and Not-for-profits Commission (ACNC) Act 2012* and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the ability of the Foundation to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Foundation or to cease operations, or have no realistic alternative but to do so.

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#### **Auditor's responsibilities for the audit of the financial report**

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial report.

A further description of our responsibilities for the audit of the financial report is located at the Auditing and Assurance Standards Board website at: [http://www.auasb.gov.au/auditors\\_responsibilities/ar4.pdf](http://www.auasb.gov.au/auditors_responsibilities/ar4.pdf). This description forms part of our auditor's report.





Report on the requirements of the *Charitable Fundraising Act 1991* (NSW) and *Charitable Fundraising Regulations 2021* (NSW)

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**Our opinion**

We have audited the financial report as required by Section 24(1) of the *Charitable Fundraising Act 1991* (NSW).

In our opinion:

- a) the Foundation's financial report represents a true and fair view as required by the section 22(1-2A) of the *Charitable Fundraising Act 1991* (NSW) of the financial result of the fundraising appeals for the financial year ended 31 October 2023;
- b) the accounts and associated financial records have been properly kept in accordance with section 20(1) and 22(1-2A) of the *Charitable Fundraising Act 1991* (NSW) and section 17 of the *Charitable Fundraising Regulation 2021* (NSW) during the financial year ended 31 October 2023;
- c) money received as a result of fundraising appeals conducted by the Foundation during the financial year ended 31 October 2023 has been properly accounted for and applied in accordance with the above mentioned sections of the *Charitable Fundraising Act 1991* (NSW) and the *Charitable Fundraising Regulation 2021* (NSW).

The directors are responsible for the preparation and presentation of the financial report in accordance with the *Charitable Fundraising Act 1991* (NSW) and the *Charitable Fundraising Regulations 2021* (NSW). Our responsibility is to express an opinion on the financial report based on our audit.

A handwritten signature in black ink, appearing to read 'PricewaterhouseCoopers', written in a cursive style.

PricewaterhouseCoopers

A handwritten signature in black ink, appearing to read 'Josephine Hellstern', written in a cursive style.

Josephine Hellstern  
Partner

Sydney  
5 March 2024