



Terry Snow, Founder and Chairman

"I'm very proud to say that, over the last 25 years, the Foundation has donated \$18.4 million to 235 organisations and more than 200 individuals, many of whom would have gone without basic equipment or therapy if it wasn't for our help"

Twenty-five years ago my brother George and I committed \$1 million to the Canberra community to establish The Snow Foundation. As long-term local Canberrans we wanted to give something to the city we love. But more than that, we strongly believe that when you see someone struggling you offer a helping hand. This is just one of the family values that guided The Snow Foundation in the beginning and continues to underpin our work.

Initially, we supported individuals who slipped through the cracks or had fallen on hard times – either through addiction or misfortune. It was early days for the Foundation and these gifts were often ad hoc in nature. I deliberately chose to maintain a low profile to the Foundation's giving.

I soon connected with some well-known charities, such as The Smith Family, Barnardos, Cancer Council ACT and St John's Care. I supported their social welfare programs and continue to support them today. Although donations in the early days were modest by today's standard, I believe they made a difference.

I have had a very long association with YouthCare (formerly, Open Family ACT) and I am very pleased that we still fund this wonderful program, which provides an outreach worker who supports disadvantaged young people. We've also had a long affiliation with Friends of the Brain Injured, which provides services for families and their children who suffer from brain injuries. We continue to support a wide range of services and housing in the area of disability including Hartley LifeCare and Music for Everyone.

My wife, Ginette and I felt it was important for all our family to be involved in The Snow Foundation and, in 2007, my daughter Georgina took the reins as Chief Executive Officer. Our other children, Scarlett, Stephen and Tom and their respective partners joined the Board. Georgina brought new skills, experience and immense commitment to the role and implemented a strategic and planned approach to our giving. We agreed to direct our funding to the areas of social welfare, health, education and employment.

A significant increase in our corpus gave us greater capacity to deepen our support into the local region and extend beyond Canberra. We grew our giving significantly from \$100,000 to \$1 million and now give \$1.7 million annually. Importantly the family has grown the corpus to \$39 million and we aim to continue this trend.

We have developed partnerships and collaborations with community groups, philanthropic organisations and government – leveraging our capacity to help those in need. It is pleasing to see the outcome of a number of these partnerships resulting in a greater impact for many, in Canberra and elsewhere.

I'm very proud to say that, over the last 25 years, the Foundation has donated \$18.4 million to 235 organisations and more than 200 individuals, many of whom would have gone without basic equipment or therapy if it wasn't for our help.

Being able to make a difference to the lives of others through The Snow Foundation brings me great personal joy. My family is thrilled to be part of this legacy and I thank all of our community partners who work so hard, particularly those who have been with us since the beginning. They have been part of our story, trusting us and including us in their lives.

# 25 years of support for our community

The following provides an overview of some of the community programs and initiatives we have supported over the years.









The Snow Foundation is created George and Terry Snow, the

Outreach worker for vulnerable youth The only service in Canberra providing a dedicated outreach worker. Promotes self worth and connects youth to housing, education, legal services. Recently appointed second worker. Provided \$380,000 over 25 years.

YouthCare, formerly Open Family



**Barnados** Programs for vulnerable families and children

Up until year 2000, supported the Transition Program, teaching living skills for disadvantaged young people. From 2000 to present, contributed to the Kids in Sport program, enabling access to sporting activities for disadvantaged families.

**Food Programs** 

9 food programs

Breakfast Club at Ainslie Primary School introduced in 1991 through St Johns Care and continuing. Stacia's Soup Kitchen in 2007 and ongoing. OzHarvest in 2006, via seed funding OzHarvest's feasibility study and later operational support. In 2008, Early Morning Centre in the City. St Phillips Anglican Church in O'Connor in 2009. In 2012, Gungahlin Community Centre Food Pantry, and Canberra High School Breakfast Club.

Canberra Schools

Educational equipment, and programs

Started in 1992, with a donation to Malkara Special School. Over time, supported other special schools: Black Mountain, Cranleigh, Harrison, Woden. Additional schools: Canberra College Cares, Queanbeyan High School, Melba Copland School, Richardson Primary School, Wanniassa School, Wilcannia School, Galilee School, Mulwaree High School Goulburn.



**Mental Health** programs

Youth mental health programs

First supported Lifeline in 1995. Followed by others from 2003 including Mental Health Foundation, Messengers Program, Boys to Men in Cooma (YMCA), Menslink, Mental Illness Education ACT, Uplifting Australia.



Friends of Brain Injured Children (FBIC)

Therapies for children with a brain injury.

Therapy treatments for over 40 children annually with cerebral palsy and brain injuries, plus contribution towards employment of family liaison officer. Over 19 years, \$540,000 benefiting over 1000 families through services offered by FBIC.

Karinya House Caseworker for women and babies

Support for an outreach worker. Karinya annually assists 92 residential and 509 outreach clients. To date, provided \$240,000 over 14 years.

**Lanyon Community Centre** 

Mini Bus

Bus provided to Centre for use by community groups

Billabong Aboriginal Corporation Machinery

Purchased a bobcat for at risk indigenous youth for use in a commercial nursery at Holt. ACT. First time the Foundation was public about giving.

**Brindabella Gardens** Elderly care

onstruction of a Pallative Care Unit at Brindabella Gardens in 2005. Provided \$173,000.



Whole Family Involved

Terry hands over CEO role to his daughter Georgina Byron. Corpus doubled in size increasing our capacity to help people in need. Commenced closer engagement with community.

**Educational Scholarships** 

Tertiary education

Scholarships commenced in 2007 with Queanbeyan High School, totalling 27 scholarships over 8 years. Country Education Foundation in 2010, with 49 awarded over 6 years. Royal Agricultural Society in 2013, 12 awarded over 3 years. The Pinnacle Foundation commenced in ACT in 2014, with the inaugural winner. Companion House, 5 scholarships for 3 years for Canberra based asylum seekers.

**HOME in Queanbeyan** 

A loving supportive home for 20 people with chronic mental illness.

A genuine partnership and strong friendships were formed working closely with HOME to get it built and running. 600 people attended the official opening. At the time, our largest grant yet, \$400,000 over 4 years, which helped catalyse further community and government funding. Continued our support of an additional \$140,000 over four years.

**Newpin, New Parents Information** Network program

An intensive parent-child program that breaks the destructive cycle.

Following a powerful Newpin event in Sydney, The Snow Foundation sought to link up with Uniting Care Kippax, and together with the ACT Government brought this life-changing program to Canberra. It provides generational change for vulnerable Canberra families, so far 20 families. A \$463,000 commitment over 8 years for a play co-ordinator.



Medical Research at **Macquarie University** 

Motor Neurone Disease

Research to cure or prevent Motor Neurone Disease by generating zebrafish models of the disease. Commitment of \$1.3 million over 9 years.

Social enterprises - Canberra

Jobs for people who are marginalised

5 year commitment to establish the ACT Social Enterprise Hub to assist marginalised people gain jobs. Founding partner with SVA, Government, PriceWaterHouseCoopers. Since 2008, the Hub supported 24 social enterprises, created 114 jobs. The Foundation also directly assisted White Nile Ladies, Tribal Gardens, Narmana T-shirts, No Sweat Fashion, Paperworks and Cafe Ink.

**Kids Under Cover** Build of two portable studios to support youth

homelessness

New to Canberra providing unique accommodation in response to young people at risk of becoming homeless due to extreme conflict or overcrowding within the family home.

Sydney Women's Fund

Education/employment programs for women and girls in Western Sydney

In Liverpool: 10 Women Leaders program and Aboriginal Women Against Violence. In Warwick Farm: Peppers Coffee Cart, Staying Home Leaving Violence program. In Fairfield: Warakirri College and the African Sewing Circle social enterprise. In Claymore: Whitelion's Alternative Learning Centres.

**Common Ground Canberra** 

Supportive housing for people who are homeless

Permanent supportive housing model for 40 residents, half of whom are homeless, half on low-income. A first to Canberra. Provided \$10,000 for a feasibility study in 2010 followed by a \$500,000 commitment over five years which helped catalyse Government funding in 2013. The late Liz Dawson was instrumental in establishing Common Ground.

Film Documentaries

Education and awareness of social issues, and minority groups

2011: 'Beautiful', an inclusive film about love starring people with a disability. '20 Years: 20 Stories' films to celebrate the Disability Discrimination Act. 2012: 'Gayby Baby' children living with same-sex parents. 2014: '10 Stories of Single Mothers'; 'Take Heart -Rheumatic Heart Disease'. 2015: 'Hunting Ground', harassment in Universities; 'Happy Sad Man', mental illness; 'Silence Kills', domestic violence.

One Disease at a Time Elimination of crusted scabies

Helped establish an on the ground team in Yirrkarla, East Arhnem land in 2011, as their first funder. Increased funding as One Disease expanded to 28 new communities across NT. Empathetic approach, providing healthy skin care. First time giving outside the Canberra region. 5 year commitment of \$450.000.

Canberra Community Law Centre Legal and social work to vulnerable families

The Centre delivers an innovative model of early intervention legal work together with social work for vulnerable indivduals and families. Partnership with Canberra Community Law, The Snow Foundation, Clayton Utz Foundation and ACT Government

**Australian Indigenous Mentoring** Experience (AIME)

Mentors for indigenous students

AIME's program mentors indigenous students with the goal of increasing the year 12 completion. Helped bring AIME to Canberra by funding a feasibility study in 2012. Extended support to operations following launch in 2014 with partners ANU and Canberra University who offer 80+ mentors to 100+ indigenous students. \$180,000 over 4 years.

**Domestic Violence programs** 

Support to survivors and perpetrators of DV

Commenced with support to Beryl's Refuge in 2012, with others following in more recent years; Toora Women, Women's Community Shelters, Everyman Australia, Tara Costigan Foundation and the Silence Kills documentary.

**Homes for Homes** 

Raises new funds for social and affordable housing

Seed funding of \$300,000 to further develop this initiative. Within the Snow family business, Homes for Homes is being implemented across Denman Prospect, 2,000 dwellings, the first entire suburb, plus contributing \$500,000 to the initiative.

Social Impact Investments

Zambrero (food for developing countries), Social Enterprise Finance Australia (SEFA), Social Ventures Australia Impact Fund, Foresters Social Enterprise Finance Fund, Project Independence (home for people with disabilities). The Foundation has grown its investment in 3rd Link Growth Fund since 2009 and in 2015, made an investment in the Future Generation Investment Fund. Both fund managers give their management fees to the non-profit sector.

Canberra Grammar School

Snow Centre for Education in the Asian Century

Built the Snow Centre, along with a complete Asian Studies experience to develop excellence in Chinese and Asian Studies for the next generation of future leaders in Australia

**Global Sisters** 

Enabling financial independence to women

Offers a complete package of business support enabling women excluded from mainstream work to establish their own business. Founding funder of trial website in 2013. Now 3 year commitment of \$150,000.

Good360

Connects excess products from corporates to charities

Good360 enables charities to receive excess new products in bulk from businesses via an online platform. The Foundation contributed to the IT platform, and operational costs for 3 years. Led a philanthropic collaboration to secure \$1.5 million dollars over 3 years with 8 funders.

Rheumatic Heart Disease (RHD) Awareness documentary and medical research

Awareness campaign to educate the harmful effects

of rheumatic heart disease in indigenous communities and the importance of early detection and medication. Support has expanded to medical research into a vaccin

**Project Independence** Home for people with a disability

> A social housing development for people with an intellectual disability. Contribution of \$400,000, inclusive of a \$100,000 loan to the third Project Independence home in Phillin



Pictures 1. 2014: 'Take Heart', Rheumati

We love hearing from our partners on the programs and services they deliver in the community.



"We are grateful for your belief in our vision, and are now working in 28 indigenous communities. You have not only supported us but assisted us in many ways speaking at events, introductions and visiting us in NT."



"The Snow Foundation has helped make my dreams come true and I We are very grateful for the thank them from the bottom of my public spirited attitude The Snow financially from the very beginning, heart. Me being back competing and having lessons would not be possible without the support of The that you have chosen to support Terry Snow'.'

Sue-Ellen Lovett,

my life by providing funding for my well-meaning who listen to us mobility scooter.







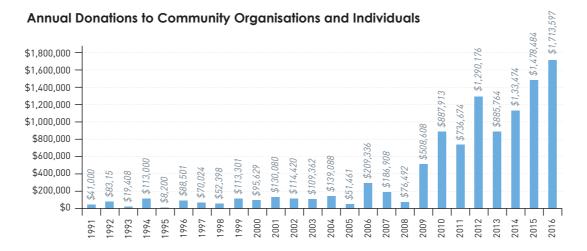
"Your funding has allowed us to continue our research program and has enabled Dr. Emily Don to continue to grow as a scientist. I sincerely thank you for your ongoing support."

Foundation has towards community development and are very grateful

Abbeyfield Goulburn

Always the warmest of interactions, about what is important to our been a very amazing experience.

"My biggest achievement is that I love my children and they love



# Names of all community organisations we have supported since 1991.

### **Education and Employment**

1 Million Women · Aboriginal Children's Advancement Society · Aboriginal Literacy Foundation · ACT Community Arts Office · ACT Playgroups Association Apprentice House · Australia Childhood Foundation · Australian Futures - My Big idea · Australian Indigenous Mentoring Experience · Australian Red Cross · Barnardos · Belconnen Community Service · Big Picture · Black Mountain School · Bridge Back to Life Foundation · Bus Stop Films · Canberra International Music Festival · Canberra Men's Centre · Canberra College Cares · Companion House · Computer Club - Richardson Primary School · Cooma YMCA · Country Education Foundation · Foundation · Dunn Lewis Foundation · Epilepsy Action · Foundation for Rural & Regional Renewal · Global Sisters Charity · Hello Sunday Morning · Lighthouse - Microcredit Loan Program · Lions Youth Haven · Malinda Jarry Fund · Marriage Equality · Melba Copland Secondary School · Messengers Program · Mulwaree High School Goulburn · Namana T-Shirts Social Enterprise No Sweat Fashions · Noah's Ark · Outward Bound · Paperworks · Pathways Foundation · Philanthropy Australia · Queanbeyan High School · Queanbeyan South Public School · Royal Agricultural Society (NSW) Foundation · SHINE for Kids - Stand as One · Silence Kills · Social Ventures Australia · SPICE · St  ${\sf John's\ Ambulance\cdot Sydney\ Womens\ Fund\cdot The\ Park\ School\ for\ Early\ Learning\cdot The\ Pinnacle\ Foundation\cdot The\ Smith\ Family\ \cdot\ Tjillari\ Justice\ Aboriginal}$ Corporation · Toora Women · UnitingCare Kippax - Newpin · Uplifting Australia · Volunteering ACT · Vyne@OzHelp · Wanniassa School · Warakirri College Whitelion - Claymore Alternative Learning Centre · Wilcannia School · Woden Special School · Working Wonders Inc

Abbeyfield Australia Goulburn Society · ACT Community Living · ACT Down Syndrome Association · ACT Society for the Physically Handicapped · Action for Autism · Advocacy Action · Advocacy for Inclusion · ANU · Andrew Urban Trust Fund · Angelman Syndrome Association · Arthritis Foundation of the ACT · Association for the Welfare of Child Health · Australian Foundation of Mental Health Research · Belconnen Arts Centre · Blind Citizens Australia · Brindabella Gardens · Calvary Private Hospital · Camp Quality · Canberra Blind Society · Canberra Hospital Children's Healthcare Trust · Canberra Rape Crisis Centre · Cancer Council ACT · Canteen · Carers ACT · Cerebral Palsy Alliance · Clown Doctors · Community Programs Association · Cranleigh School  $Cystic\ Fibrosis\ Association \cdot Dementia\ Research \cdot Diabetes\ ACT \cdot Eurobodalla\ Education\ \&\ Therapy\ Services\ \cdot\ Focus\ ACT \cdot Fred\ Hollows\ Foundation\ \cdot\ Diabetes\ ACT \cdot Fred\ Fred\ Hollows\ Foundation\ \cdot\ Diabetes\ ACT \cdot Fred\ Fred\ Hollows\ Foundation\ \cdot\ Diabetes\ ACT \cdot Fred\ Hollows\ Foundation\ Diabetes\ ACT \cdot Fred\ Hollows\ Foundation\ Diabetes\ Diabe$ Friends of Brain Injured Children · Harrison School · Hartley Lifecare · Hear for You · Juvenile Diabetes Research Foundation · Koomarri · Lara Jean Association · L'Arche Genesaret · Leapfrog Adventures · LifeCircle · Lifeline · Malkara Special School · Menslink · Mental Health Foundation ACT · Mental Illness Education ACT · MND Medical Research · Monaro Early Intervention Service · Multiple Sclerosis Limited · Music For Canberra · National Breast Cancer Foundation · National Heart Foundation (ACT Division) · Neuroscience Research Australia · Newborn Intensive Care · One Disease at a Time · Painting with Parkinsons · Post & Ante Natal Depression Support Information PANDSI · Parentline ACT · Pegasus - Riding for the Disable (ACT) · Project Independence · Queanbeyan Childrens · Special Needs Inc · Red Cross ACT · Retina Australia · Rotary · Royal Institute of Deaf and Blind Children · SANDS (Stillbirth & Neonatal Death Support) ACT · Shaw Possibilities · Snowy Hydro SouthCare Rescue Helicopter · Special Olympics ACT · Spirit of Calvary Capital Development Campaign · St Vincent Private Hospital · Starlight Children's Foundation · Stella Bella Little Stars Foundation · Stroke Association of the ACT Sydney Cochlear Implant Centre · Take Heart · Technical Aid to the Disabled ACT [TADACT] · The Allan Key · The Gawler Foundation · The Leukaemia Foundation - Milton Ulladulla Bowling Club · The Shepherd Centre · Twenty Years: Twenty Stories Project · Variety Club of Australia · Vietnam Veterans Motorcycle Club · Vision Australia · Woden Youth Centre · Wolper Jewish Hospital · Women with Disabilities ACT · YMCA Canberra · Yurana

#### **Social Welfare**

ACTCOSS · Alcohol & Drug Foundation ACT · Australian Special Services Touchstone Memorial · Belconnen Youth Centre · Beryl's Refuge · Billabong Aboriginal Corporation · Canberra Community Law · Canberra High School Breakfast Club Program · Christchurch Hawker · Common Ground Canberra Communities@work · Community Life at Bateman's Bay · Connections ACT - Dad's Place · Early Morning Centre in the City · Everyday Hero · Good360 · Gungahlin Community Centre Food Pantry · Hands Across Canberra · Holy Cross Anglican Church · HOME in Queanbeyan · Jobline · Kairos Outside, Kairos Prison Ministry · Karinya House Home for Mothers & Babies · Kids Under Cover · Kirk Family Foundation · Koolamon Fellowship · Marymead · Milk Crate Theatre · MSC Mission Mexico · Northside Community Service · One Parent Family Support · Prisoners' Aid Committee · Salvation Army · Scouts ACT · Single Mothers 10 Stories · St John's Care · St Philips Anglican Church, O'Connor · St Vincent De Paul's · Stasia Dabrowski - Soup Kitchen · Tara Costigan Foundation · The Big Issue - Street Soccer Program & Homes · The Network of Jesus' Love · Tony's Place · Transact Refugees Association · Tribal Gardens Social Enterprise - Companion House · VOCAL ACT · Welfare Rights & Legal Centre Limited · Women's Community Shelters · Yarralumla Uniting Church · Youth of the Streets · YouthCare





**Pictures 1.** 2003: Terry Snow presents at The Snow Foundation morning tea; **5.** 2015: Common Ground Canberra.



We love hearing from our partners on the programs and services they deliver in the community.

... our beautiful Sensory Garden.

"The support you provide is just so "....this important initiative which invaluable, enabling us to continue community who would otherwise go hungry."

St John's Care Food Program

"It is a great privilege working with our residents. They now see themselves as functioning members of the community not just "I am very impressed with the way a mental illness. Your unwavering significant support is changing their lives.'

Anne Pratt, Manager, HOME in Queanbeyan

"... your generosity has and will make an immediate difference in the lives of the women and children "I would like to extend my accessing the service who have English as a second language."

Robyn Martin, Manager, Bervl Women Inc

"You took a risk to support WCS, a new innovative organisation to assist homeless women, backing us to develop a new social franchise model for women's shelters with a view to taking it to scale."

has been very successful in assisting disadvantaged clients to address underlying social issues which are placing their tenancies at risk or creating barriers to them a disability."

Canberra Community Law

accessing housing. Genevieve Bolton,

the community is coming on board to support this great project. Most of this would not have happened without the support from yourself and the Snow Foundation."

Di Kargas AM, Common Ground Canberra

gratitude to the Snow family for your unequivocal generosity to allow people like me to continue pursuing our dreams."

Daniel Lawson, Veterinary Stude Charles Sturt University



Such philanthropic support,

in the region is fantastic. This has always been the standout - that The Snow Foundation is local. They are engaged with this community and simply and respectfully recognise those that are disadvantaged. The genuineness of this is the first impression, and the CEO is a great advocate for homelessness.

Member from homeless organization







Georgina Byron, CEO

"My hope for our family Foundation is that all of us, including our children, are willingly engaged in supporting those less fortunate in the community and adhering to Terry's vision of offering a helping hand to those who are struggling"

Over the last 9 years my role as CEO has given me enormous pleasure and a real sense of purpose. I have embraced this legacy, and enjoy sharing with our family the accomplishments of the community organisations and the positive stories from many of the families and individuals we have assisted.

We are all so very honoured to be involved - Terry's gift to the community is also a gift to all members of our family.

I have concentrated our efforts on achieving greater outcomes for the Canberra community, including helping to introduce evidence based and sustainable programs. Some of these include the NewPin parenting program, Common Ground, Australian Indigenous Mentoring Experience (AIME), Shine for Kids and YMCA's Computer Clubhouse. I love working with the committed people behind these programs, and being involved with all initiatives. The whole family is very mindful that we are "enablers" for this important work.

I have also enjoyed forming strong relationships with members of the philanthropic community, and value their wisdom, collaboration and friendship. They enhance our learning, and provide considerable opportunities for all of us to work together and increase our reach and impact, not only with our funding, but also with advocacy, skills and risk sharing.

Our focus on supporting innovative projects continues, either through seed funding or partnering with others. I am delighted to see the growth of One Disease, Homes for Homes, Global Sisters and Good360. I am also thrilled with the achievements of the Motor Neurone Disease Medical Research and the positive impact from a number of film documentaries including Gayby Baby. We were able to take a risk on these ventures which I believe is the role of philanthropy. This has been encouraged by the examples set by Terry, who has, and is still taking risks today to achieve great outcomes.

In 2012, social impact investing was something I was keen to pursue, to use some of our corpus to invest in social good and provide a social and financial return. We have since made five investments, all of which are fundamental to our philosophy of providing basic needs and relief, or education and job opportunities for people to effect positive change to their lives. This is an area we embrace and intend to grow.

I am looking forward to the next 25 years. My hope for our family Foundation is that all of us, including our children, are willingly engaged in supporting those less fortunate in the community and adhering to Terry's vision of 'offering a helping hand to those who are struggling'.

I thank all of the community organisations and community members that we walk beside, and who work towards a common goal of generating positive change for those more disadvantaged members in our community. I also sincerely thank my family and staff for their unwavering support.



2016: Canberra's inaugural The Funding Network event. Representatives from Hands Across Canberra, Malpa, Paperworks, Global Sisters, The Funding Network and The Snow Foundation.

# Values

#### **HUMILITY**

We recognise the expertise of our partners and help them achieve great things

#### **OPENNESS AND TRANSPARENCY**

We share our learnings and promote shared intelligence

# COMMITMENT

We are here for the long-term and understand social change takes time

#### COMPASSION

We are open-minded and accepting of others

#### COLLABORATION

We are engaged with our partners and our community and work together supportively



# BOARD OF DIRECTORS

Terry Snow (Chairman) · Georgina Byron (CEO) · Ginette Snow · Stephen Byror - Karen Byron · Craiq Betts · Scarlett Gaffey · Stephen Gaffey · Andrew Leece

### THE SNOW FOUNDATION

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