

# Annual Report 2020/21

**Kevin Heinze GROW** 



### Our Vision

Health and wellbeing through connection to nature and community.

### Our Mission

To be a leader in delivering experiential learning and positive personal development through the use of therapeutic horticulture principles and our natural environment.

### **Contents**

04

Chair's Report

05

CEO's Report

06

Our Organisation

07

Our Community

09

KHG & Covid-19

11

**Around Our Sites** 

12

**Programs** 

13

Vocational Programs

14

**Clinical Services** 

15

The Year in Numbers

17

Treasurer's Report

21

Support Us









### Chair's Report



Karen Scobell Chair, 2020 -

I am proud to present this report on behalf of the Committee of Management for Kevin Heinze GROW. For the second year running, I can say with absolute certainty that we have never quite experienced a year like this one. The challenges that were apparent last year have continued into 2021, and have made every one of us stop, question, wonder, reflect. I am very pleased to say that the Kevin Heinze GROW team have again risen to the challenges by showing professionalism and strength of purpose. Our diverse and flexible business model, coupled with skilled and committed staff to enact it, have enabled the organisation to remain resilient in 2020-21.

We have continued to deliver quality services to a great many people, growing our impact beyond our traditional boundaries. We have enabled even greater knowledge of therapeutic horticulture through virtual conference and academic presentations. We have expanded our reach, via innovative fundraising and creative outreach, so that many more members of the community know and respect what Kevin Heinze GROW represents. We continue to be financially secure. Most importantly, I believe we have provided the services that people need at this time. By saying to our community "We are here for you;

we're not going anywhere", we have provided a lifeline to many. By remaining resilient ourselves, we have been able to promote resilience amongst individual participants, their families, and other communities beyond Doncaster and Coburg. This, I hope, would have made Kevin himself very happy – that we are able to continue his legacy even in the most challenging of times.

In closing I would like to thank Manningham City Council, Glen Eira City Council, The Ian Potter Foundation, Kiwanis Club of Manningham, The Community Bank Branches of the Bendigo Bank -Doncaster East & Templestowe Village, The Rotary Clubs of Manningham, Doncaster, Templestowe, Moreland and Coburg, Norton Rose Fulbright, Lord Mayor's Charitable Fund, Coopers Brewery Foundation, Community Underwriting, and Department of Jobs, Precincts and Regions along with the many individuals and organisations who have provided support through funding and time. I would also particularly like to thank the participants, volunteers, students and staff for their loyalty, passion and (that word again) resilience. By working together, you have achieved a great deal this year.

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### CEO's Report



**Dr Josh Fergeus**Chief Executive Officer

One of the great joys of my role is witnessing how our KHG community pulls together when times are tough. The COVID-19 pandemic has caused us to 'go slow' in some respects while we have focused on prioritising health and safety of our participants, staff and volunteers. While some plans have necessarily been delayed or shelved, we continue to provide holistic, participant-centred support to those who need our services. Despite challenging circumstances, we continue to change and grow alongside our participants.

We have taken the opportunity provided by the pandemic to conduct a significant restructure of our clinical, administrative and support staff, including the return of Tracy Ellis as our Principal Practitioner. These developments have ensured our services remain fit-for-purpose as the disability landscape continues to change. We are also planning to deliver some key site upgrades in the coming year, including some significant work on our Doncaster nursery space and new infrastructure to support an expansion of our hospitality program.

This year was the first full year of delivery of our GROW Glen Eira program. We are grateful to the City of Glen Eira for partnering with us to support five young people to join KHG as Trainees. Our GGE Trainees have worked at Doncaster, Coburg, Rippon Lea Estate and at parks and gardens around the City of Glen Eira gaining valuable on-the-job experience. It's great to be able to give young people with a disability such a great start to their working lives.

At KHG we are acutely aware that since 2020 more and more people are discovering their neighbourhood and living local. Our team knows the value of therapeutic horticulture and the connections to nature and community our work can help to grow. To that end we are focused on being there for those who need us in a society experiencing disconnection, and opening our doors to our neighbours. When the pandemic ends, we will be here.

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## **Our Organisation**





## **Our Community**

#### **Committee of Management**

Kevin Heinze Grow is run by a voluntary Committee of Management who meet each month. We are extremely grateful for the time and expertise that each of these individuals brings to the organisation.

ChairKaren ScobellSecretaryRob Curtain

Treasurer Gary Ayre (outgoing)

David Parncutt (incoming)

Kiwanis Rep Bruce Entwisle Members Michael Loh

> Madeline Greenfield Joady Barnes (2021)

(Year) indicates year of leaving

#### **Volunteers**

The KHG volunteer program has been hit for six in 2020-21. COVID-19 restrictions have significantly limited the number of volunteers that have been allowed onsite, as well as often preventing them from coming onsite at all. We are extremely grateful for the understanding and support of all our volunteers in these trying times. Please know that your presence has been missed immensely by staff and participants alike.

In 2022 we will be formalising different kinds of volunteer opportunities to better cater to the needs of our community. Some of these positions will include participant volunteers, maintenance volunteers, hospitality volunteers and project volunteers, to name a few.

We have had quite a few enquiries about volunteering at KHG, despite the lockdowns, and KHG is excited to welcome some new volunteer faces onsite soon. We are looking forward to a much more consistent volunteer program in 2022.

### Staff

#### Clinical Services

Dr Bronwyn Moorhouse, Speech Pathologist Karin Grieg, Occupational Therapist Erin Miller, Occupational Therapist Peter Petrov, Occupational Therapist Georgia Misurelli, Counsellor Justin West, Counsellor Chris Hall (2021) Mel Holmes (2021) Harriet Muse (2021)

#### **Leadership Team**

Dr Josh Fergeus, Chief Executive Officer Samantha Dunn, Chief Operating Officer Anita Mitchell, Manager: Client Services Brenna McIntyre, Manager: Programs &

Clinical Services

Georgia Tracy, Manager: Marketing &

**Fundraising** 

Tracy Ellis, Principal Practitioner

#### Client Services

Georgia Misurelli, Coordinator Jacqui Davies, Officer Jessica Rasic, Officer Xi Ma (2021) Amy Piesse (2021)

#### **Administration & Marketing**

Georgia Brown, Coordinator: Administration Andrew Jennings, Coordinator: IT Skye-Lee Harvey, Facilities Trainee Angharad Neal-Williams, Marketing & **Fundraising Officer** Isabella Fredheim (2021)

#### **Trainers & Support Workers**

Lilli Johnston, Lead Trainer:

Doncaster (Hort)

Michelle Stratton, Lead Trainer:

Peppertree Place (Hort)

Jessica Anstee

**Ruben Avers** 

Jacqueline Coad (Hort)

**Christa Crowe** 

Marie Dowling

**Lucy Fergeus** 

Emma Formica

Jack Hassell

Mel Jenkinson

Bonnie Jungwirth-Brown

Lauren Kearney **Emmy King** 

Sarah Martin

Kelsey McGowan

Tom Morris

Angharad Neal-Williams

Ester Oosterweghel

Elizabeth Parks

Fina Po

Ian Robertson (Hort)

Lisa Sharpe

**Dermot Sheehy** 

**Justin West** 

Tunsawmkhai Zokhai

Carla Burn (2021)

Belinda Cooper (2021)

Dwijpriya Jeetun (2021)

Ivy Liang (2020)

Dominic Meyers (2021)

Casper Sela (2021)

Vivian Tee (2021)

(Year) indicates year of leaving

#### **Specialist Programs**

Alexandra Baxter, Lead Trainer:

Hospitality

Lucy Derum, Coordinator: Grow On The Go

Fiona Yuen, Coordinator: Children's

**Programs** 

Chris Norris (2021)

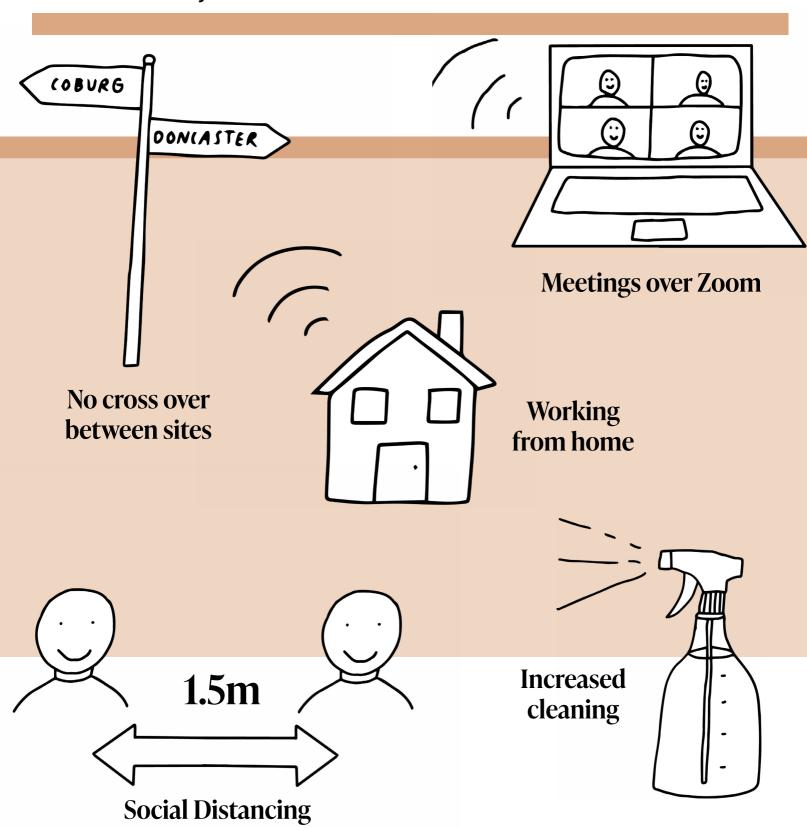
#### **GROW Glen Eira Trainees**

Liam Ballantyne Kyle Goldman James McCov Max Witwicki

Monica Elez (2021)

### KHG & COVID-19

What we did to stay COVID safe



### Participant Spotlight

#### Shannon and Victor

So many KHG Participants have achieved major goals this year and they are all celebrated! But just quietly (as they don't really like the limelight) we do want to acknowledge two people who many in our community will be familiar with – Victor and Shannon. After a number of years at KHG both embarked on training within the Grow on the Go program which they successfully completed at the end of 2020. Throughout their time at KHG they have developed many important work-skills such as reliability, strong work-ethic and a mature attitude and approach to tasks. We are thrilled that Victor and Shannon have now both been offered employment in a private garden which they attend weekly (when not in lockdown). Our staff member Jacqueline supports their work and they continue to attend TAFE through KHG. We think they've come such a long way and we congratulate them on their efforts!



### Women's group



If you've ever been to Kevin Heinze GROW, you'll have noticed that a large percentage of our participants identify as male. A conversation started around having a safe and non-judgemental space for our female identifying participants to discuss topics that were important to them and build upon their relationships. Thus the "Women's Group" was born! Participants meet every Wednesday afternoon to have tea, read books, engage in craft activities and talk about whatever they like, supported by KHG staff. Topics that have been covered in the group include relationships, mental health, periods, and self-esteem.

We have seen really positive improvements in the relationships between our female participants, and their confidence has just sky-rocketed! The Women's Group is open to anyone who identifies as a female, regardless of their needs, abilities or background.



### **Around our sites**

Our nurseries play an important role in our endeavours at Kevin Heinze GROW. They are an end-point in the onsite plant production process and an essential opportunity for us to meaningfully connect with our communities both selling plants and involving participants in customer-focused service. Unfortunately, Covid-19 restrictions meant our nurseries remained closed to the public for most of the year and we were forced once again to cancel our popular spring and autumn fairs. In order to ensure our loyal customers could still enjoy the fruits of our labours, we successfully shifted to a "call and collect" system for plant sales. This required a significant effort from our staff team behind the scenes not least in getting stock up on the website so that customers could see what was on offer. Looking at a website is never quite as therapeutic as wandering around a nursery so we look forward to welcoming customers back onsite when it is safe to do so.

At both sites we were delighted to receive a generous donation of brand new tools from Ames Australia bringing smiles to staff and participants alike. We were blown away by the generosity of our community when we launched a fundraising campaign for a fully accessible toilet! Through our online campaign, a number of successful grant applications and a final pledge from the Bendigo Bank we reached our fundraising target – a great result for participants, staff and carers who will benefit enormously from this essential facility. The Rotary Club of

Manningham helped us purchase some wonderful new nursery trollies which have made the job of moving plants around our Doncaster site so much smoother and easier. Also at Doncaster, we organized for the installation of speed humps in the driveway to slow traffic entering and exiting from Wetherby Road, increasing the safety for participants and staff moving between the centre, nursery and carpark with the support of the City of Manningham. We also managed to install a new skin on the small hothouse to provide accommodation for the bulk of our tomato seedlings when spring arrives.

At KHG Coburg we commenced the transformation of a storage shed into a rustic all-weather seating area for the café and were thrilled to receive an outdoor dining grant for the purchase of some café furniture. The Rotary Clubs of Moreland and Coburg assisted with the purchase of propagation heat mats for the Peppertree hothouse and Bunnings Coburg donated a high-pressure cleaner and a new BBQ. And a final word about compost – what a fantastic thing it was to receive regular donations of compost made from recycled organic waste through the fabulous 'Back to Earth' initiative of Moreland Council.

All in all it wasn't the year that we planned but there was plenty happening at both sites and we finish the year with many exciting projects now underway.

### **Programs**

This year saw us change the name of the KHG "Core Program" to the "Grow Program". While it remains, in many respects, at the "core" of our daily work at both sites, changing the name to "Grow" better reflects the program's dual-focus on therapeutic horticulture and positive personal development.

Perhaps our biggest achievement over the 2020-2021 year is the fact that we remained open! Despite the various lockdowns we have consistently provided programs and essential services for around 85 participants across both sites. We have seen a rise in demand for increased 1:1 support along with regular provision of in-home and in-community support.

Our regular activities in the garden have been supplemented by literacy classes (which have expanded to two per week), social art classes, 'Let's Get Physical' and social skills groups. Some popular nature-based craft activities over the year have included creating terrariums, leaf rubbings, making clay models of leaves and lots of lovely mosaics for pots and the walls of raised garden beds. We've even had some participants honing their construction skills and learning to safely use tools.

Our small but strong and important partnership with Box Hill Institute has continued to deliver appropriate and engaging TAFE courses for KHG Participants albeit under some extremely challenging conditions over 2020/21. This is a testament to the flexibility and dedication of the teaching and administration staff at Box Hill Institute as well as the staff team at KHG who do a great job supporting participants to get the most out of classes. We had 7 people complete a Certificate 1 in Transition

Education most of whom have now progressed to Certificate 1 in Work Education. We also had 6 complete the Certificate 1 in Work Education the majority of whom have now started the Certificate 2 in Work Education course.

Grow Well continues to provide therapeutic activities for children who have experienced trauma and we have also recently expanded the breadth of our target group to include children with Autism Spectrum Disorder (ASD) or other disabilities. Although the program has been under-capacity during the lockdown periods, we continued providing much-needed support for a small number of children who continue to make fantastic progress.

ReGrow is our gardening program for adults who are experiencing cognitive impairment or declining mental health due to ABI, dementia, social isolation or loneliness. For all five of our ReGrow members, having a safe and dedicated space has translated into consistent and enthusiastic attendance by all. They have really enjoyed taking care of their gardens and contributing to the production of plants for the nurseries. The group has also done some light building work and crafted some great DIY decorative items. Weekly guizzes at the end of the sessions continues to show the vast general knowledge of the ReGrow participants! A highlight for the year was the 'KHG campin' where we set up a camping style experience on site (toasting marshmallows included). We look forward to continuing to challenge participants by expanding their propagation skills and we hope to attract some additional members to extend this small but thriving group.



### Vocational programs

#### **Grow on the Go**

Grow on the Go went from strength to strength this year with our first cohort of participants completing the program and two of the three successfully gaining regular employment as gardeners. It has certainly been an inspiring journey for these participants and we congratulate them on their dedication and determination. Along the way the team has also learned a lot about the dual-focus of running a popular garden maintenance service and training people with skills for employment. We've welcomed a dynamic new Grow on the Go Coordinator and a second trainer whilst expanding our days of operation and increasing places in the program for people who are interested in gardening careers.

#### **Grow Glen Eira**

It has been wonderful to work with the City of Glen Eira to deliver the all abilities training program GROW Glen Eira. This year the Program provided valuable on-the-job experience and employability skills training for five young people with a disability living in Glen Eira, including work placements in Council's Parks and Gardens team, Ripponlea Estate, and in KHG's nurseries.

#### Hospitality

The hospitality program has continued to thrive at Peppertree Place with participants learning new skills, building confidence and practicing hospitality skills as they work towards the possibility of future employment. Over the year they made a range of menu items such as pizza, quiche, pasta dishes and soups. The recipes are chosen on the basis that participants can practice using them at home. These transferable skills are vital as they build on the person's capacity and independent living skills. Having the café closed due to lockdowns has been strange but participants have still been able to practice barista skills and learn about food handling and safety in a warm, supportive and friendly environment. We have missed a few participants over the course of the pandemic but hopefully they will be able to come back soon and be welcomed back into the hospitality team. We also look forward to reopening the café to the public when it is safe to do so.





### **Clinical Services**

Demand for KHG Clinical Services continued to increase throughout 2020 and 2021 with much great work being done to help participants keep tracking towards their personal goals.

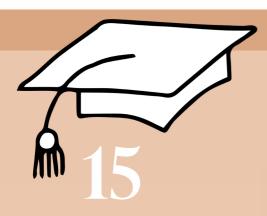
Our Occupational Therapists, Speech Therapist, Art Therapist and Counsellors showed remarkable flexibility with delivery of therapeutic sessions moving between in-home, on-site and online as necessitated by Covid-19 restrictions.

It was hardly surprising to see an increased focus on Counselling and Occupational Therapy to support general emotional and psychological wellbeing as participants navigated the changes and challenges of the pandemic. Our clinical staff responded brilliantly again demonstrating the enormous care and dedication they bring to their roles. We also congratulate our participants and their families for continuing to work flexibly with us, their patience and resilience.

We finished the year with plans to recruit some additional clinicians which will enable us to commence working with people on our waiting lists and keep up with future demand.

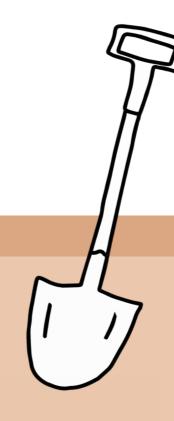


# The Year in Numbers



Tertiary and Postgraduate placement students

Participants in our TAFE programs



46,716 hours of

nours or service delivery



Plants sold from our nurseries

lots!

of seeds sown



# Service Highlights

100% satisfaction with the referral process



Services delivered online

24%

Growth in core service delivery

30%

Growth in clinical service delivery

179%

**Growth in donations** 

2%

**Expenditure on administration costs** 

85 KHG Participants



### Treasurer's Report



**Gary Ayre** *Treasurer* 



Kevin Heinze GROW has navigated the challenges of the 2020/21 financial year exceptionally well. Since the pandemic began, the management of Kevin Heinze Grow has prioritized the safety of staff and participants wherever possible, going beyond what has been required by new regulations to ensure the health and wellbeing of all involved in the organisation.

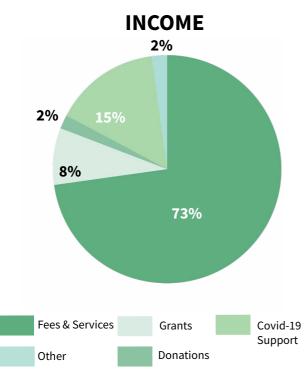
Despite the various consequences of the pandemic, the team at Kevin Heinze GROW have grown the organisation by providing more services to more participants than ever before.

While federal and state government COVID support, totaling \$330,000, was essential, we are proud that key areas of the organisation continued to grow over the last financial year. Overall revenue grew by 20% compared to the previous financial year to over \$2,411,435. This was largely driven by an increase in fee and service revenue to \$1,845,103. This resulted in an operating surplus of \$260,767 a strong result considering the unprecedented challenges.

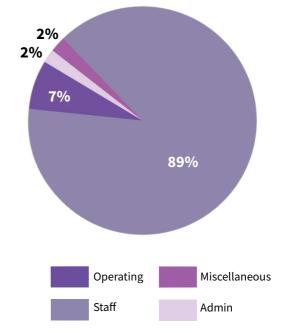
This success has been due to great resilience and adaptability by our staff and generosity of our supporters. One example of this is by rapidly moving plant sales online, ensuring that our customers were able to enjoy our participants' work. Another example has been in Kevin Heinze GROW running its first online crowdfunding campaign to raise funds for the installation of a disabled toilet. We are incredibly grateful for the way that the Kevin Heinze Grow community has rallied around us and this is reflected in the enormous uplift in our donations and gifts income to over \$50,000.

There were, understandably, some projects that were unable to meet their targets due to lock-down restrictions. Our mobile gardening service, Grow on the Go, was unable to operate for significant periods of the year. The Peppertree Place site in Coburg, in its first full year of operation, was unable to grow its participant numbers or its café revenue as much as had been anticipated.

Overall, the finances of Kevin Heinze GROW remain strong and we have demonstrated that we are able to thrive in a difficult environment. We remain ever grateful to our bookkeeper Stephanie Kadwell, the staff at Bendigo Bank for their support, and the dedicated finance staff within the organisation.



#### **EXPENDITURE**



### **Financials**

#### **Profit and Loss Statement**

For the year ended 30 June 2021

	2021	2020
INCOME		
Fees & Services	1,845,103	1,508,032
Grants (local) operating	178,103	194,578
Donations received	52,855	19,647
Government COVID-19 Grants	333,500	180,500
Interest received	1,874	2,065
Total Income	2,411,435	1,904,822
EXPENDITURE		
Accounting fees	2,000	2,000
Depreciation expense	12,778	14,915
Audit fees	5,000	4,045
Bank charges	2,425	2,489
Utilities expense	15,390	18,575
Interest expense – leased property	4	151
Advertising and promotion expenses	2,908	9,406
Salaries and wages – superannuation	159,924	123,692
Salaries and wages	1,639,298	1,339,631
COGS	24,091	(9,161)
Other Administration expenses	286,850	182,902
Total Expenditure	2,150,668	1,688,645
Current year operating surplus	260,767	216,177
Income tax expense	-	-
Net current year surplus	260,767	216,177

#### **Changes in Equity**

For the year ended 30 June 2021

	Retained Surplus
Balance at 1 July 2019	162,591
Surplus for year ended 30 June 2020	216,177
Balance at 30 June 2020	378,768
Surplus for year ended 30 June 2021	260,767
Balance at 30 June 2021	639,535

#### **Cash Flows**

For the year ended 30 June 2021

	2021	2020
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from customers, grantors, donations and bequests	2,341,014	1,867,397
Payments to suppliers and employees	(2,026,673)	(1,710,661)
Interest received	1,874	2,065
Net cash (used in)/generated from operating activities	316,215	158,801
CASH FLOWS FROM INVESTING ACTIVITIES		
Payment for plant and equipment	-	(27,887)
Net cash used in investing activities	-	(27,887)
CASH FLOWS FROM FINANCING ACTIVITIES		
Loan drawdowns / (repayments)	(10,248)	(10,096)
Net cash used in investing activities	(10,248)	(10,096)
Net increase in cash held	305,967	120,818
Cash on hand at the beginning of the financial year	342,025	221,207
Cash on hand at the end of the financial year	647,992	342,025

### Thank You

- Ames Australasia
- Australian Catholic University
- Bendigo Bank Doncaster East & Templestowe Village Community Bank Branches
- Bunnings Warehouse, Victoria
- City of Glen Eira
- City of Manningham
- Coburg Primary School
- Commonwealth Bank, Eastlands Branch
- Community Underwriting
- Coopers Brewery Foundation
- Deakin University
- Department of Education & Training
- Department of Health
- Department of Infrastructure, Transport,
   Regional Development & Communications

In addition our heartfelt thanks go to every person, group and organisation who made a financial or in-kind donation over the 2020-2021 year to help us grow.

- Department of Jobs, Precincts & Regions
- Inner North Community Foundation
- Kiwanis Club of Manningham
- Latrobe University
- Lord Mayor's Charitable Foundation
- Melbourne Disability Institute
- Monash University
- Moreland City Council
- Office of Kevin Andrews MP
- Rotary Club of Coburg
- Rotary Club of Doncaster
- Rotary Club of Manningham
- Rotary Club of Moreland
- Rotary Club of Templestowe
- The Ian Potter Foundation
- The Parncutt Family Foundation
- The University of Melbourne
- Yalca Fruit Trees



## Life Members

Kevin Heinze\*
Alf Lewis\*
Maurie Kellett
Helen Larkin\*
Bill Larkin\*
Jane Picton
Jane Edmanson
Bill Whiticker\*

Margaret Armstrong Tony Kershaw\* Rhonda Woodrow Judy Caspar Murdie Inglis\* Fred Jeffs\* Peter Binks\* Bob Poppins Bob Dusting\*
Eric Tinney\*
Laurence Gedye\*
Ron Carter\*
Bruce Entwisle
Helen Bartlett
Lee Cranston\*
John Hodges



### Support us



Ours is a passionate, professional and hard-working team of staff and volunteers committed to delivering life-changing benefits for vulnerable people. Most of our staffing costs are covered by participant's NDIS fees but everything else we do must be covered by our fundraising, grants and donations.

Donations are appreciated enormously and can be made easily at any time via:

**Website** www.kevinheinzegrow.org.au/support-us/donate/

**Phone** (03) 9848 3695

Direct electronic funds transfer (EFT) to:

Kevin Heinze Grow BSB: 633 000

Account number: 146 052 337

We warmly encourage a regular gift each month if it is possible as this is an especially valuable way to support our work. This can be set-up easily on the donations page of our website.

Donations over \$2 are tax deductible.

#### Have you considered leaving a gift in your Will?

As a tribute to a friend or family member or as a lasting legacy of your own, there is no better way to help ensure Kevin Heinze GROW continues making a positive difference in the lives of people with disabilities. There is further information about gifts in Wills on our website www.kevinheinzegrow.org.au/support-us/bequests/

You may also wish to contact Georgia Tracy for a confidential conversation. georgia@kevinheinzegrow.org.au or phone: (03) 9848 3695



# Kevin Heinze GROW



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