



2023 Annual Report

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The Auditor's Financial Report can be downloaded from The Bower website via the listed documents for this year's AGM: <https://bower.org.au/about/board-governance/>

1.0 The Bower Board of Directors

1.1 Chairperson's Report

The Bower has had a successful year working with our partners, funders, and donors to deliver services to the community while exemplifying ways to live sustainability through our repair cafes, courses, and the Marrickville store where the community can buy pre-loved goods.

This year we have seen the profile of the reuse and repair and the circular economy enter the mainstream in press, local and state government policies, industry and the public sector. It is up to organisations such as our own to provide teeth to the policies.

A circular economy is where materials never become waste and nature itself is regenerated. At the Bower we are increasingly aware of our environmental footprint by reusing and repurposing manufactured goods instead of requiring new natural resources.

Buying pre-loved items, repurposing materials and repairing goods are central to the transition to a circular economy and are at the heart of the Bower's work.

Governments and businesses, both at home and internationally, are beginning to realise the economic and environmental benefits and the role of reuse and repair in transiting in a circular economy. This year the Bower has continued its important work educating the community and advocating for government sector support in repairing and reducing waste and landfill. The work the Bower does means that we are a driver in the culture of repair and in the transition to a circular economy.

The board this year has overseen the growth of the Bower to include expanding our operations to new centres to more tiny houses and courses. It is a growth much needed in Sydney and at large while others talk about what can be done. We have always been there doing it - for over 25 years.

I would like to thank all the members of the Bower Board over 2022-23 who have each contributed significantly in their spare time including on strategic committees in fundraising, and strategic planning. A special thanks to all the Bower staff at all of our centres, and our team of volunteers from gardeners to librarians to woodworkers who have helped to make this year a great success in the face of challenging times and increasing costs.

The future is bright for the Bower going forward!

Marcelle Psaila, Chairperson

1.2 Board Details

Name	Position	Name	Position
Marcelle Psaila	Chairperson (from Oct 2022)	Shane Wiechnik	Member Director
Michelle Sheather	Chairperson to Oct 2022, then GM Member Director	Angus MacGregor	Independent Director
Henry McKenna	Treasurer	Rose Dravitzki	Member Director
Shwetha Prem	Secretary	Katherine Lindsay	Member Director

The Directors were in office for the whole of the financial year until otherwise stated.

For more information on each Board Director visit: <https://bower.org.au/about/board-governance/>

1.3 Treasurer's Report

This last financial year has not been "business as usual", with the closure of the Parramatta and Zetland sites and the long-awaited opening of the Summer Hill site.

Our sales revenue of \$318,817 was up on the previous year but still considerably down on prior years.

Our overall Income has increased to \$738,832, which is a 15% improvement on the prior year, but still materially down on earlier years.

COVID lockdown & restrictions in the prior year have changed some of The Bower patron's shopping habits and the general downturn in the economy and the increased cost-of-living generally has reduced many people's discretionary spending.

Year	Sales	Overall
2023	\$318,817	\$738,832
2022	\$239,524	\$642,899
2021	\$628,901	\$1,455,085
2020	\$520,924	\$1,148,837
2019	\$544,255	\$927,284
2018	\$528,416	\$877,485

Grant income of \$174,664 (2022 \$95,817) increased substantially and reflects the good work done by the General Manager and her team on focussing on this revenue stream.

Operating Expenditure of \$764,934 was lower than the prior year by 4%, largely driven by reducing employee expenses, although rental expenses increased by 70%. Expenses are budgeted to increase in the next financial year with increases to award wages and superannuation contributions. Expenses have been cut back as far as they can reasonably go with operations as they are, so the focus has to now be on **increasing revenue**.

A net loss (or Deficit) for the year of \$26,102 was recorded, which was a big improvement on previous years.

Year	Operating Expenditure	Net	Reserves
2023	\$764,934	\$26,102	\$173,922
2022	\$794,708	\$151,809	\$200,204
2021	\$1,309,756	\$145,629	\$351,833
2020	\$1,029,245	\$119,592	\$206,504
2019	\$907,019	\$20,265	\$86,912
2018	\$925,563	\$48,078	\$66,647

However this deficit reduces our modest reserves to \$173,922 down by 13% on the prior year, yet this still leaves the Bower strong compared to prior years.

Nonetheless, there is still room for improvement and we need to strive to get The Bower into a breakeven, or even profitable, financial position to make it viable in the longer-term.

I would like to acknowledge the Bower's external accountant, David, for his tireless diligence and consistency. My fellow directors for volunteering and investing their personal time and the way they have collaborated with the Bower management to improve the co-op going forward. The Bower staff for their resilience, innovation, agility, passion, and vision for leading the Bower during these disruptions and going over and beyond daily requirements. The Bower volunteers and facilitators for their dedication, turning up with a smile, helping relieve the workload on staff, especially in 2023 and beyond. And lastly to our General Manager, Michelle, for stepping in, to assist the Bower during a challenging year. Michelle's resilience and tenacity have made the Bower stronger for the future.

Henry McKenna, Treasurer

2.0 Co-operative Management Report

2.1 General Manager's Report

The past year has been busy even by the Bower's usual standards.

The organisation has finally expanded to open up our new larger centre at Summer Hill as part of the Inner West Sustainability hub alongside other organisations: the Village Project; Dressed for Success and the Inner West Council Green Living Centre. We have a second woodworking workshop space, repair shop for electronics and bikes, and can now for the first time build our own tiny houses on site. We are now planning at least four Build A Tiny House courses a year. We also have an office, meeting room and new shop on site. Our House to Home program - outfitting emergency and social housing for those most in need - has moved to Summer Hill and we intend to expand our distribution centre from there where our truck is now based.

To open up the new site we amalgamated the electronics from our workshop at Zetland and the woodworking site from Parramatta. The decommissioning of these sites and the opening of a large new centre was a major work from November 2022 to July 2023. We are thankful to the Inner West Council for spearheading this initiative over some years and delighted to have it finally up and running!

At our original home of Marrickville, our straw bale building we built ourselves some 27 years ago, remains a beacon for reuse and repair. It's a treasure trove for furniture, building supplies, paints, books, records, CDs, bicycles, kitchenalia and brick-a-brack that you will not easily find elsewhere. With many functions now at Summer Hill, the shop has been able to grow and we are proud to continue to be a vital part of the Addison Road Community Centre.

Our third site remains the woodworking workshop, woodworking bespoke repairs, and men's shed at 107 Projects at Redfern and we continue our relationship with the City of Sydney – which provides this space to us at no cost and sponsored Australia's first-ever Festival of Repair which we prepared and planned from March 2023. The Festival went live for two weeks in August with 1500 attending our first pilot. We will continue this program into 2024. We also wish to thank 107 Projects, the Ian and Shirley Norman Foundation, and Sunglass Fix for helping us to make this event such a success.

We have run our workshops at Redfern on an ongoing basis; and at Parramatta till May 2023 when we then transferred our tools and equipment to Summer Hill with our first workshop there in June. Overall we have held over 120 workshops throughout the year, many partnered with Sydney Community College, and over 20 repair cafes. We were the first organisation to bring repair cafes to Australia and we intend to continue to build on the repair culture in all that we do. Our courses include basic carpentry, DIY skills, making native bee hives and bird nest boxes, upholstery, sewing repairs, bike maintenance, electrical repair cafes, tiny house building, and more.

We also ran workshops and repair cafes at several Eco Festivals organised by some of the 21 Councils we partner with across Metropolitan Sydney. This partnership is primarily for our Collections and Rehoming Service where we collect pre-loved items from residents from Hornsby to Randwick and Canterbury to Ryde as part of their waste reduction initiatives.

Our House to Home program is more needed than ever before in assisting families or individuals who have been homeless, asylum seekers and refugees, or domestic violence survivors. Through this program we outfit empty accommodation with essential furnishings from beds and wardrobes to tables, chairs, fridges, washing machines, TVs, and in some cases completely outfitting kitchens. This can be transformational to enable people and families to have a stable, functional and safe home environment.

The Bower uniquely eclipses social, environmental and waste issues, as well as art and creativity in our work. Our ecological footprint is measured not only by what we divert from landfill, heading for zero waste, but also our advocacy for the circular economy. We also preserve natural resources such as timber and forests by reusing second-hand goods instead of mass production of new less environmentally friendly items.

Our financial situation has improved over the last year despite increasing costs from opening up a new centre and closing two. We have weathered everything that has come across our path - from a downturn in retail sales to a reduction in charity sector donations and several break-ins at our Marrickville site.

Thank you to our individual donors who keep us going each month and to the foundations such as Bank Australia, 100 Women, NSW Infrastructure Fund, Sydney Clubs, Alinta Energy, James N Kirby Foundation, the Inner West and City of Parramatta Councils for their support.

The Bower continues to be at the apex of reuse and repair and a living example of how to practically implement this in everyone's daily lives. Many people say Sydney needs the Bower as this example, and so does Australia. Show your support by joining us as a member, becoming involved in our workshops or volunteering in one of our centres.

Thank you to the cast of hundreds of all our devoted and talented staff, volunteers, and regular customers who have helped us make the past year a dynamic and successful one for us and one in which we are well-placed to launch into the year ahead and the next stage of our development.

Michelle Sheather, General Manager

The Bower's Social Impact Report FY 22 – 23

Kg divert from landfill	1,364,270 KG
Instore donations	1217
Residents consulting online	6792
Workshops and Repair Cafes	150
Workshop participants	1100+
Volunteers	50+

2.2 Our Locations

The Bower, Redfern

107 Redfern Street, Redfern New South Wales 2016
(Workshop and woodworking space)

This continued to be our most active workshop space – the extremely well-equipped workshop with workbenches and specialised woodworking equipment hosts the Marrickville Men's Shed every Thursday and the following workshops over weekends:

Home DIY; Native Bee Hive Making Course; Bird Box Building Course; Furniture; Furniture Repair and Restoration; Basic Woodworking Skills – Build a Box.

The Bower, Marrickville

Hut 34 142 Addison Road, Marrickville,
New South Wales 2204

Our historic home since 1996, still a well-loved and most visited second-hand shop and bike repair workshop, as well as our main office.



The Bower, Summer Hill

Located in Inner West Sustainability Hub, 7 Prospect Rd, Summer Hill 2130

Negotiations with the Inner West Council intensified during this financial year for The Bower to occupy two major spaces in the Inner West Sustainability Hub – an office space and kitchen, shop area, online store, woodworking workshop, meeting room, and large hangar-like workshop area for our repair shop and tiny house builds.

In May the Bower opened our own workshop spaces spotlighting our Reuse and Repair ethos:

- Repair Cafes for clothing, electrical items and furniture
- Clothes swap- reuse
- Sale stall for Vintage books, records, magazines and furniture
- 2022 Tiny House viewing - fully and innovatively fitted out

A Grand Opening for the whole Inner West Sustainability was held on Saturday 1 July 2023 with the Inner West Council Mayor, Councillors, Council staff, Bower supporters and residents alike. The opening of the Centre had been delayed by around two years due to Covid and site preparations.

Throughout 2023 we are continuing to move into our much expanded space and to build up our operations there.



2.3 Educational Programs

As one of The Bower's three primary pillars, education continues to play a major role in our organisation. It is all about sharing skills and expertise in the reuse and repair of goods with members of the community to achieve the ultimate objective: to divert items away from landfill.

2.3.1 Workshops

In the past financial year, the Bower ran 120 workshops and Repair Cafes with over a thousand participants.

Thirty of these were run in partnership with Sydney Community College, and 20 in cooperation with local councils in the Sydney metropolitan region.

The classes we offered include but are not limited to:

Bike Repairs Workshop

The art of bicycle maintenance, all you need to know to get you on the road. We also repurpose second-hand bikes and sell them at our Marrickville and Summer Hill stores.



Home DIY

An empowering course where participants learned how to undertake a number of maintenance tasks safely and economically around the home - from how to hang a shelf to plastering a wall. This course is among our most popular.

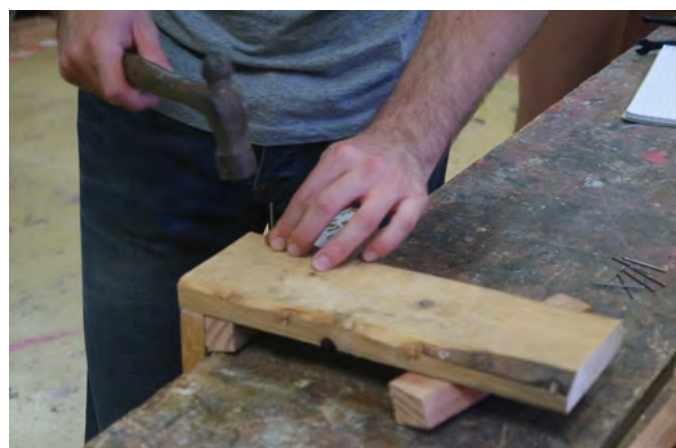


Make your own Native Bee Hive

Participants gained the knowledge and skills to construct a hive for native bees using reclaimed and repurposed materials. They learned about the importance of using the correct materials, fixings, and finishes and what is best suited to our native bees. They also learned about the key role bees play in maintaining the biodiversity of our ecosystem and pollination of food crops.

Furniture Repair and Restoration

Our Furniture Repair and Restoration course provided participants with the skills and understanding of timber furniture repair. Participants brought in a small item of furniture and our experts helped them restore it. This course is a part of our zero-waste model as these items of furniture would become unusable and end up in landfill. The course covers tools and techniques, methodology, and ethical vs financial considerations in furniture repair.



Basic Woodworking Skills – Build a Crate

A practical class to learn the woodworking basics. Each participant built a functional piece such as a wooden box from reclaimed timber that they took home with them at the end of the day. They learn about the materials and processes required for a basic carpentry project, including the use of handsaws, hammers, drills, and drivers.

Make your own Bird Box

Learn how to build boxes as homes for birds in your backyard or community with deforestation. There is never a larger need for this. Practice your carpentry skills while building something practical and worthwhile.

Upholstery - learn how to upscale

These courses show how to undertake basic upholstery techniques to revamp chairs, stools and other furnishings with our master upholsterer.

New Summer Hill Workshops

Hand and Sewing Machine Repairs

Learn how to reclaim the knowledge on clothing repairs, save money and give old clothes new life. Learn techniques and stitching to use for all repairs.

The Summer Hill workshop space opened in June 2023 for:

- Basic Upholstery
- Home DIY
- Furniture Repair & Restoration
- Basic carpentry courses
- We also rent a bench to Habitat for Humanity who teach DIY and woodworking skills to women

All of our courses are now run at Summer Hill as well as Redfern.

2.3.2 Repair

Building a 'culture of repair' in Australia continues as a key focus of our work over this year.

Our Electrical Repair Workshop in Zetland was closed and these services spread over Summer Hill and Redfern with electrical repairs and cafes.

Repair Cafes

Repair Cafes play an important role in helping people keep their loved and valuable items functioning and out of the waste stream.

We held Repair Cafes at our Summer Hill event in May. With the support of the Ian and Shirley Norman Foundation monthly repair cafes were held at Redfern restoring much loved items that otherwise could not be affordably repaired. For example one couple had their slide projector repaired so they could look at images of their history together.



Bike Maintenance

The Bower continued to offer paid bicycle repairs for affordable prices out of our Marrickville store (and now also at Summer Hill). Our skilled bikeologists keep our second-hand bikes operating at premium performance levels while also servicing bikes the public bring in. We also often donate kids' bikes to our House to Home program.

Bikes and bike parts donations are welcome at The Bower.

Contact: bikes@bower.org.au.

Festival of Repair - preparations

We worked hard to secure multiple revenue streams including grants from City of Sydney Council, 107 Projects, Sunglass Fix, Ian and Shirley Norman Foundation, and the Everleigh Foundation as well as our Crowdfunding campaign [Kick Start the Repair Revolution](#) where are supporters individually donated to make this event possible.

Australia's first ever **Festival of Repair** was held from 9-19 August at 107 Redfern St, Redfern.

Planning the program, staffing and promotion of the festival was a priority from March to June 2023. We also organised a sustainable art exhibit as part of the Festival as well as showcasing workshops and repairs.

Right to Repair Petition

We continued, as part of our Kickstart the Repair Revolution initiative, to promote our 'Right to Repair' petition, which has over 4,000 new signatures.

The Petition calls on the Treasurer Jim Chalmers to 'Implement a package of measures to facilitate consumers' rights for the repair of personal and household items, extend products life cycles, stimulate the 'circular' economy (repair and reuse), and reduce the amount of hard waste going to landfill.'

2.3.3 Build a Tiny House Course

We held our fifth successful Build A Tiny House course in 2022 – 12 participants built a Tiny House on a mobile trailer base in 6 days using reclaimed materials. It is the only hands-on course of its kind in Australia where you learn building skills over a six day period from laying floors to raising the roof. As in many such courses, half the participants were women.

The Tiny House sold for \$22,000 and was bought by its architect and 2021 course facilitator, Ash Menegon.

Ashley completely fitted out the interior, and the Tiny House remained at the Summer Hill site for several months, providing a fantastic opportunity for visitors to inspect.

The Tiny House also featured in several media stories to promote participation in the 2023 Build A Tiny House course, including the [Inner City Hub](#) and an [ABC online feature](#) and photo gallery.



2.4 Collection and Rehoming Service

Our Collection and Rehoming Service ensures once-loved personal, household, and electrical items can be repaired, re-used, and re-loved, rather than end up at the tip and in the waste stream. Our truck does free pick-ups across Sydney from Hornsby in the North to the Bayside suburbs in the South, to Bankstown and Parramatta in the West.

In 2022-23 we worked across 21 Local Government Areas (LGAs) in the Sydney metropolitan with agreements for collections of goods. The Bower's collections team completed over 200 truck collections. Comprehensive data collected for a NSW Government Reuse Activity and Impacts Survey shows that we diverted more than 1.3 million kilograms of materials from landfill this financial year, including more than 500,000kg of furniture and 365,000kg of metal.

Product	Estimated KGS diverted from the TIP
Clothing and Footwear	10,220
Textiles: Raw textiles and fabrics, carpets	2,650
Textiles: Handbags and suitcases	5,500
Indoor furniture, cushions and furnishings	536,000
Books, magazines, software & video games, toys, sports equipment	28,500
Music and videos	14,000
Computers, peripherals and home electronics	60,000
Homewares, bric a brac , electronics, whitegoods	87,300
Wood and timber products	130,000
Plastic products	33,000
Ferrous metal	365,000
Metal tools and hardware	65,000
Outdoor tools and machinery + Other (Misc)	27,100
Total	1,364,270

2.5 Reuse Database

In 2022 we did a massive update to our Re-use Database which can be found on our website. It provides Bower supporters and customers a directory of services for recycling, repair, and reuse of goods in the Greater Sydney Region. Many entries had changed since pre-Covid and we now have a more comprehensive listing across greater Sydney. Thank you to our volunteer Len for his diligent work on this.

<https://bower.org.au/collections/reuse-database/>

2.6 House to Home

The Bower's 'House to Home' program assists people who have been made homeless, refugees, or are domestic violence survivors and their families, often in situations where they cannot take furniture or belongings with them from their previous accommodation. Our assistance is designed to aid those who 'fall through the cracks', and often aren't eligible or only able to receive limited assistance from other community services.

In 2022-23 through House to Home over 50 outfittings for individuals or families were referred to The Bower by frontline service organisations in order to access good quality used household items for furnishing newly acquired safe and permanent accommodation.

Transforming a home

Working with our partner Neami we delivered lounge and dining room furniture to Fransisca and her 14 year old daughter:

"I had lost my job and was in severe financial hardship. I had very little furniture in the house, and unsuitable outdoor furniture in our lounge room.

The NEAMI case worker told me about the Bower House to Home program and I was really happy to accept furniture that I couldn't afford to buy myself, even from second hand stores.

The day the delivery came I was so happy - and the deliverers were so lovely, I can now sit in my lounge room with my daughter, and we can have people over, especially her friends."



The Bower would like to thank its supporters, in particular: 100 women, Bank Australia, and Australian Ethical Super without whom our outreach House to Home program would not be possible.

We work with frontline agencies and caseworkers to assure those most in need receive the necessary goods to make their new accommodation a home. The agencies we have worked with:

- Jesuit Refugee Service
- Neami National
- Life Without Barriers Uniting Australia
- Parramatta Women's Shelter
- Bonnie Support Services and Women
- Connect Marrickville
- Women and Girls Emergency Service
- Community Migrant Resource Centre
- Asylum Seeker Resource Centre 100
- Settlement Services International
- House of Welcome
- Mary's House
- Parramatta Mission
- Mission Australia

2.7 Community Sheds

107 Redfern St

Our Men's Shed in Redfern continues to power along with over 15 regular members - many attending every Thursday when they meet in the workshop out the back of 107 Redfern St.

It started under the leadership of Stuart Grigg more than ten years ago as the Marrickville Men's Shed, and has continued and relocated with the support of the Bower. Some regular members are now women. Everyone keeps their woodworking skills active.

Most participants are over 55, with two experiencing dementia who come with their carers. Alan comes with his paid carer Alex. He likes to help support the workshop by cleaning and organising the tools. He made a filerack to store large wood files and wooden drill display boxes to hold all different sizes of drill bits.

The Shed takes in mostly wooden furniture items that need repair - from either the Bower's donated items or people who come in with their own items. Repairs are done by one or more members and are either returned to the Bower for sale or to the owner for a donated fee.

Projects this year include transforming an old church pew into a coffee table, and making a computer desk out of reclaimed timber strips and found legs - which went on display in March 2023.

"We get all sorts of people coming in with repair projects," says Stuart. "The most unusual this year was a model half ship in a display case that was in very bad condition, covered in mould. We took it apart, cleaned it up and the owner was very happy to give us a donation. We keep a portion of the donations to go towards paying for our End of Year party, and the rest goes to the Bower - that's how we support each other."



The Parramatta Women's Shed

Voted the community group of the City of Parramatta for the year continued at our Parramatta workshop until May 2023. They are now seeking a new home while we transition to open a new Women's and Diverse Gender shed for the Inner West at Summer Hill.



2.8 Bower Woodwork and Repairs

We continue to do bespoke furniture repairs and restoration with our skilled carpenters at our Redfern workshop. Repairs are from antiques to retro pieces to wobbly dining room chairs. We also commenced work with Randwick Council in making Recycling Centres for their public spaces.

We have worked with Gunawirra Aboriginal and Torres Strait Islander organisations to create prototypes for cultural boxes for pre-schools and primary schools in NSW. The stencilled boxes include clapping sticks, a boomerang, wooden Australian animal stencils, a book and more. We hope to grow this program over the next year.



2.9 Bower People

The Bower shops, programs, services and courses are only possible due to the committed support of our amazing staff and volunteers.

The staff of The Bower Reuse and Repair Centre are passionately united by the common goal of achieving a Circular Economy, reducing our environmental footprint, and helping social causes. A circular economy is one that retains the value of materials in the economy for as long as possible, therefore reducing the depletion of natural resources and impacts of material use and waste generation on our environment. Everything has more than one purpose! With a limited budget, we strive hard to keep up with all of the phone and online requests about goods donated.

All of our staff are part-time including our Truck Drivers and Offsiders/removalists, Collections and Rehoming Manager, Administrator, Workshop Manager, Summer Hill Site Manager and Online Store, Electrical Repairs, Workshop Facilitators, Carpenters, Digital media officer, Store Manager, Sales staff, and General Manager. This allows us to cover all of our functions while keeping an eye on our budget and remain committed to our core values. We also wish to thank our staff and volunteers who left us in the past year, Ross, Moneesha, and Ivan.

Volunteers

Volunteers make up a crucial part of The Bower ecosystem. Volunteers support our sales staff, they repair, they design, and they boost our spirits!

What our volunteers do:

- Help manage the shop
- Greet customers
- Support the renewal of the shops and outdoor area
- Update our Resume database
- Join our IT team
- Take part in Bower working bees Help maintain our garden

- Stock the library
- Maintain our Ebay store
- Participate in the mens and womens sheds
- Share knowledge and expertise Write grants for our projects
- Answer emails, take phone calls and assist with admin
- Help with maintaining our workshops
- Help with repairs of bikes, furniture and electronics
- We also are supported by Community service volunteers weekly who contribute to the Bower as part of their community service. This can be from 4-12 persons a week.



If you've been to one of our Sale stalls or seen a photo of one - featuring eclectic items from our shop for sale - chances are it was set up and run by Bruce, who continues to be our most active long-term volunteer.

We also want to thank Len who has improved the functionality of the Addison Rd shop and main office by hugely increasing the speed of our wifi. Len donated and installed a pre-loved wifi access point which enables us to have more functional internet and mobile phone access in our main office and throughout the shop. Len also worked tirelessly on our 'Re-use Database' and on harmonising our various types of databases and software together, to improve function and accessibility. Len is part of our new 'IT Crowd' sub-committee.

2.10 Sales

Our overall sales and grants revenue increased by more than \$100,000. Shop sales at Marrickville contributed to be a part of our revenue-raising mix. Though sales have improved since last year, they have not recovered fully since COVID. We continue to update and reorganise our store at Marrickville to make it a great place to visit and explore. Our biggest income growth compared to last year was in workshop sales, as we were able to resume face-to-face workshops. Revenue from our Collections service for councils also grew by 60%.

Revenue Stream	2022	2023
Sales	\$239,524	\$318,817
Govt Grants	\$47,047	\$60,022
Govt Support (COVID)	\$146,493	
House to Home grants		\$13,564
Non-Govt grants	\$48,770	\$93,078
Councils/Collection & Rehoming	\$43,878	\$69,999
Workshops + Tiny House Course	\$23,542	\$123,840
Donations	\$77,672	\$58,993
Total	\$627,376	\$738,832

2.10.1 Online Sales

We significantly increased our sales via Shopify and the website this year from 13 items earning around \$800 up to 80 items earning over \$5000, however total sales were down from \$17,288 last year to \$14,594 this year.

eBay	2022
Items Sold	110
Gross Sales	AU \$9,950.14
Net Sales	AU \$9,069.62
Shopify + Website Sales	
Items Sold	80
Gross Sales	\$5,540.00
Net Sales	\$5,525.00
TOTAL Sales	\$14, 594

Note: Shopify figure also includes gift cards, memberships and donations

At our stores we also have consignors whose items we take for sale with a 30% commission for administration and display and sales. Many of these items are pieces of art in themselves, original and edgy.

2.11 Membership

We have 79 financial members who value being a part of a Cooperative social enterprise such as the Bower Reuse and Repair Centres. We additionally have around 13,000 subscribers to our Bower monthly newsletter and online updates about events and activities.

2.12 Fundraising and Partners

We now regularly run four special appeals a year for our members to contribute to Bower campaigns such as our Repair Revolution, our House to Home program, our Collections service to stop throw-outs and landfill, and fight for your Right to Repair. They also have an educational component to put forward our campaigns. In-store donations of goods and one-off donations are all a valuable part of our stores.

We appreciate our regular givers, the Bower Birds, our regular donors of over 60 individuals or families, thank you. This year we joined the 1% For the Planet initiative, a progressive company giving venture and Good to Give employee program. We received many in-kind donations including from Cabots paints for stains for our woodworking; LendLease for items for our House to Home program; and Google employees who did a massive working bee at Marrickville instead of their end of year party in December 2022. Raffan Keller Thomas (RKT) auction house consistently supported us for many years by auctioning our tiny houses. We also wish to thank Sydney Community College, Mansfield Partners Accountancy and Tax Services, and NFP (Not for Profit) Success.

The Bower now offers workshops for organisations, companies and government employees to do a collective workshop for a half day or a day as part of team-building initiatives.

Our grants program and grant writers help supplement our revenue streams over the past year around six people have contributed to this. We wish to thank all the organisations that provided grants to us to support our workshops, repair cafes, and allow our House to Home program to operate:

- 100 Women
- Australian Ethical Super
- Alinta Energy
- Bank Australia
- City of Parramatta Council
- City of Sydney Accommodation Grants
- Ian and Shirley Norman Foundation
- Inner West Council Environment Grants
- James N Kirby Foundation
- NSW Infrastructure Grant
- Westpac Bank

We piloted the first Bower annual raffle which now runs yearly in Spring, thank you to all who donated prizes and to those who purchased tickets.

We restarted our Tiny House program - the first in a couple of years since Covid started. It is the only place you can get an overall hands-on building course from laying floors to installing windows and doors, reacting walls and a roof in six days.

2.13 Communications

We maintained our level of social media presence in the year July 2021-June 2023, with a slight decline in facebook followers and slight increase in Instagram followers.

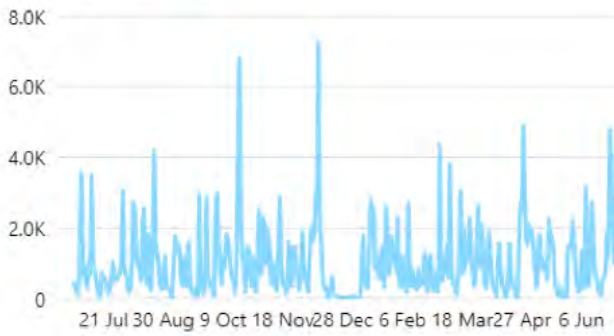
Our public profile was raised in June 2023 with several radio interviews on ABC Sydney morning show and [ABC online](#) and 2SER Drive and a newspaper article in [Inner City Hub](#) about the Tiny House Course

	2021-22	2022-23
Facebook + Instagram Reach	129,652	130,194
Facebook followers	16,229	16,139
Instagram followers	5,168	5,869
Newsletter subscribers	14,500	13,156

Reach

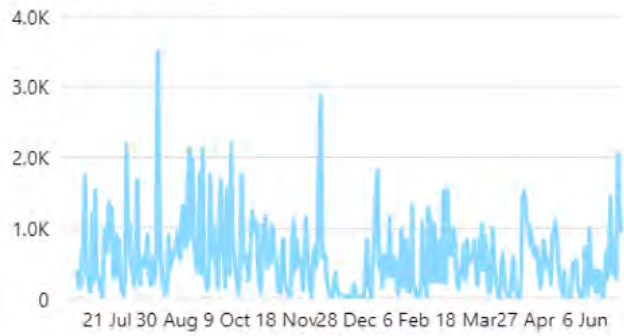
Facebook reach ⓘ

87,915 ↑ 46.8%



Instagram reach ⓘ

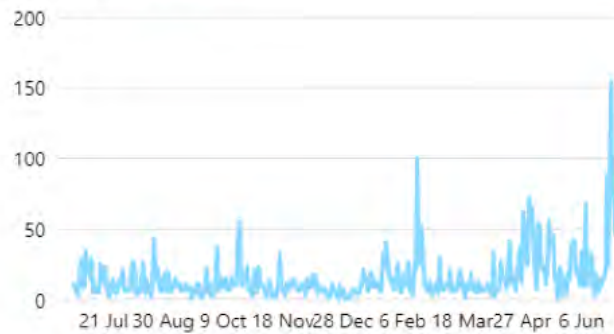
42,279 ↑ 2.8%



Visits

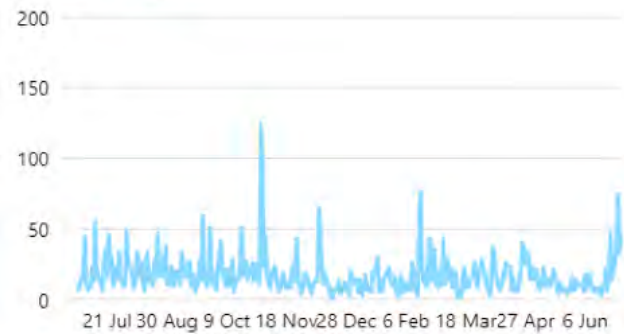
Facebook visits ⓘ

5,643 ↑ 97.9%



Instagram profile visits ⓘ

6,354 ↑ 25.5%



Audience

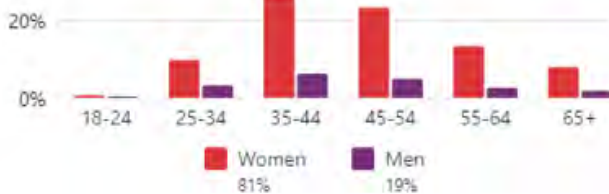
Current audience

Potential audience

Facebook followers ⓘ

16,139

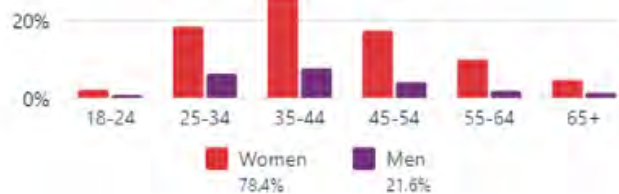
Age & gender ⓘ



Instagram followers ⓘ

5,869

Age & gender ⓘ

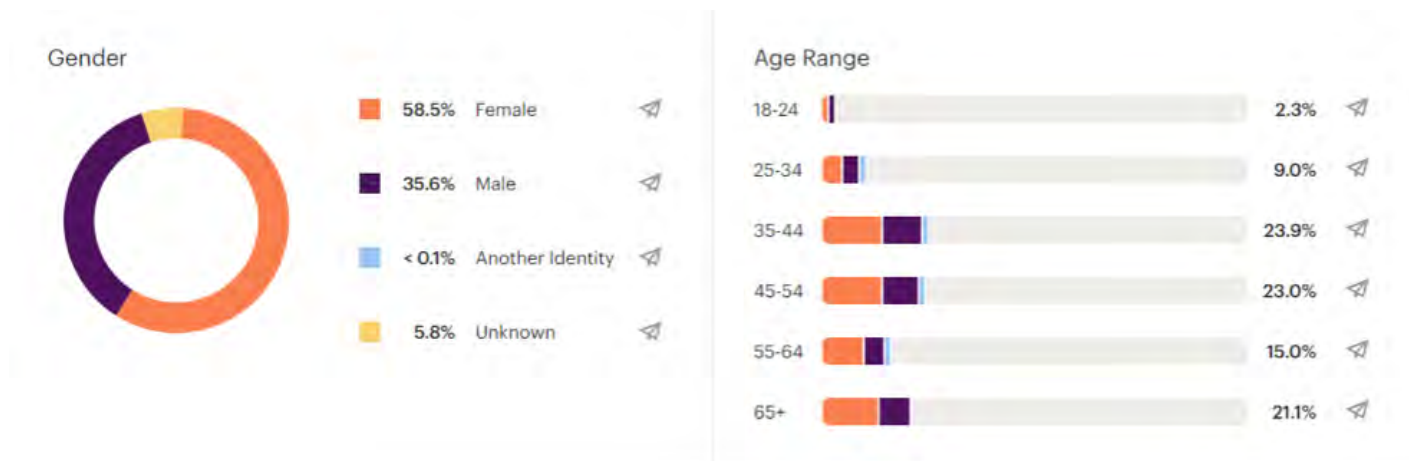


Newsletter

We kept 13,156 subscribers, which is a healthy core list of dedicated Bower community members.

Our newsletter subscribers have a high open rate with 57% of subscribers engaging with our emails, and a third highly engaged.

More than half our subscribers are female, with 47% in the 35-54 age range and 36% over 55.



2.14 Conclusion

The Bower is a rich and diverse environment with our people, culture, and programs. We are also resilient. We have ridden the waves of the ups and downs of the past few years from Covid, to the retail recession, to rental insecurity, to not one but four break-ins at our Marrickville store in early 2023. We have adapted and diversified our work, our courses, and our revenue-raising mix while implementing both existing and new programs well. We are organised, have great staff, old and new volunteers and are ready to take up the challenges for 2023-24 while being a strong and historic example of what re-use and repair really means to Sydney and beyond.

3.0 Auditor's Financial Report

The audited Financial Report can be viewed here: <https://bower.org.au/wp-content/uploads/2023/11/The-Bower-2023-Financial-Report-signed.pdf>