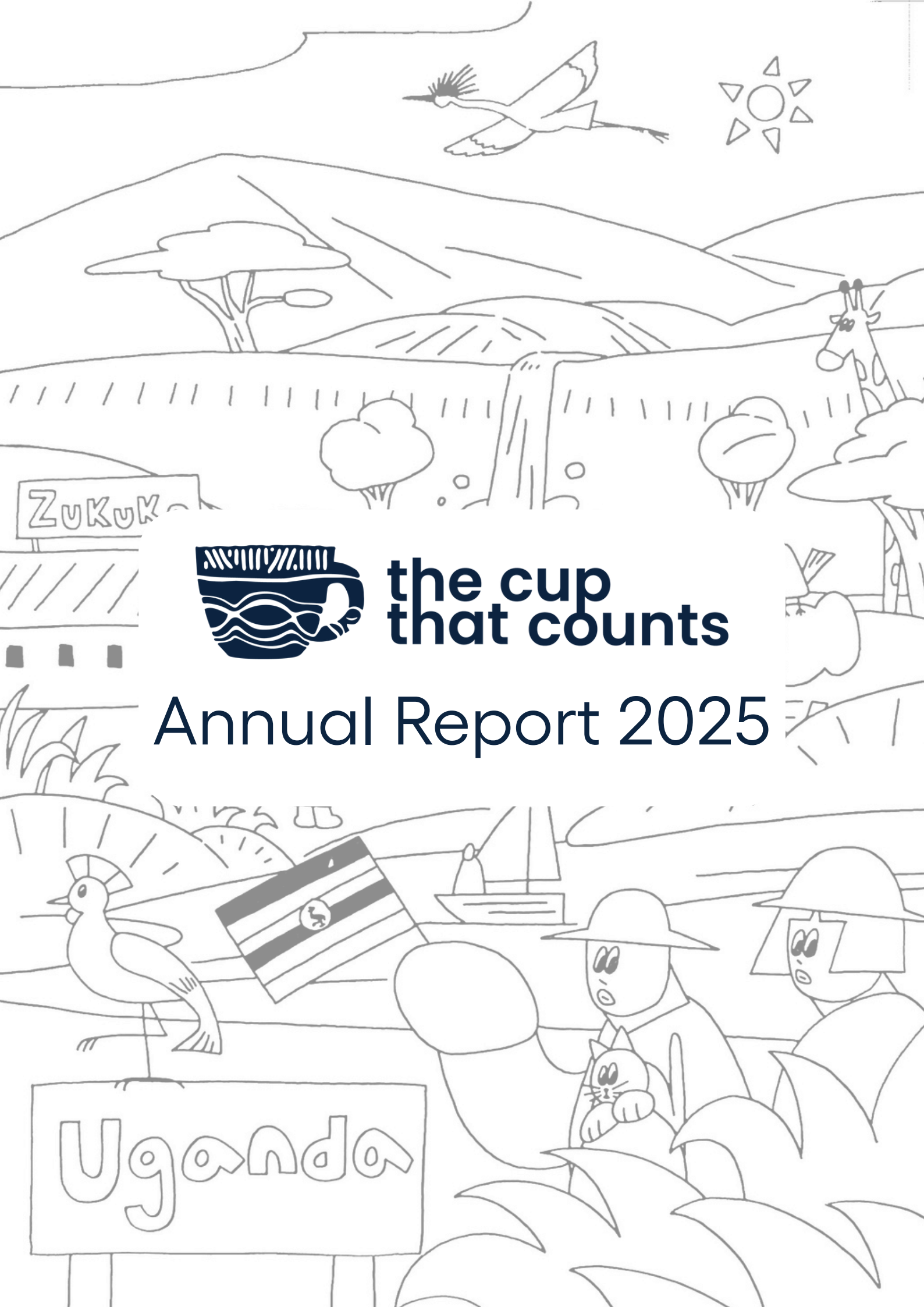




**the cup
that counts**

Annual Report 2025

a year of resilience

In 2025, The Cup That Counts continued to show how small, consistent contributions can create real change across the coffee supply chain. Together, our community raised \$98,275.03 to support people and projects at the heart of coffee.

Our core funding again came from Commonfolk, with \$39,898.60 from brewed coffee sales and \$26,428.35 from roasted coffee. Just over \$30,000 was raised through other donations and fundraising efforts.

Alongside this, we launched a new initiative called Origin Loans, facilitating impact lending to help pre-finance Zukuka Bora's harvest. Early partners such as VivCourt and Church by the Bay have already joined this program and we intend to expand support in coming years. These loans provide our partners with stability at the moment they most need working capital.

We ran our annual Good Coffee campaign, hosted latte art competitions, and saw Commonfolk staff continue to contribute their tips to The Cup That Counts. The crowning jewel was the premier of the "Every Cup Counts" documentary produced by our good friend Daniel Milligan. It was screened at events in Victoria, New South Wales, and Uganda, and has now reached an audience of more than 3,000 viewers. The film has helped connect customers, staff, and partners to the people behind each cup of coffee, and remains a helpful tool for building understanding and support for our mission.

Every dollar raised reflects a shared belief that coffee can be fairer, more sustainable, and more human.



zukuka bora

Zukuka Bora Coffee Company remains at the centre of our work. In 2025, Zukuka Bora once again produced 60 tonnes of high-quality green coffee on the slopes of Mt Elgon in Uganda, continuing to provide better prices and reliable employment for farming families and staff.

This year, \$65,100 from The Cup That Counts was sent directly to Zukuka Bora. These funds helped expand their roastery, cafe, and office space, and further improve storage and drying infrastructure so more coffee can be processed carefully and consistently. One of the clearest signs of progress is found in the prices farmers now receive. When our partnership began a decade ago, farmers on Mt Elgon were paid around 1,200 Ugandan shillings per kilo of cherry. During the most recent harvest, the average price was over 3,000 shillings per kilo. Combined with high market prices and excellent coffee quality, farmers enjoyed their strongest returns so far.

After more than ten years of working alongside this community, visits back to the mountain feel noticeably different. There is still plenty of work to do, but there is a real sense of momentum. New generations are growing up seeing coffee not as a dead end, but as a viable and dignified livelihood.



tanti park social enterprises

On the Mornington Peninsula, Home Ground (operated by Tanti Park Social Enterprises) continues to be a key pathway for young people and a welcoming place for the wider community.

In 2024, another 15 trainees graduated from the Home Ground traineeship program, bringing the total number of trainees supported to more than 120. The program reported strong growth in technical skills such as barista work, kitchen operations, and customer service, alongside similar gains in employability skills like teamwork, goal setting, and communication.

The Cup That Counts supported this work through a \$910 cash donation, \$16,480+ in coffee donations, and ongoing barista training and mentoring. These contributions help keep the cafe operating well and ensure the training remains practical and relevant. Home Ground's catering program continued to grow, averaging around \$5,000 per month in 2024, with a goal to reach \$15,000 per month by mid 2025. This growth is central to the long-term sustainability of the program and its capacity to employ and train more young people.



kua coffee

Our partnership with Kua Coffee continued to connect climate action with community impact. In 2025, \$11,735 was raised through Kua to fund climate resilience projects with Zukuka Bora.

These funds are focused on expanding Zukuka Bora's endemic tree nursery program. At present, around 65,000 trees are distributed each year to farmers on the Wanale and Bukhanakwa ridge, with a focus on slow-growing local species such as Mvule, Musizi, and Cordia Africana. With modest additional investment, there is scope to establish nurseries at each outpost, allowing farmers to collect seedlings when they deliver their coffee. This supports shade, soil health, biodiversity, and long-term resilience for coffee farms.

For The Cup That Counts, this matters because our climate projects are directly connected to the communities we already work with through coffee. Tree planting and nursery work on Mt Elgon is not a generic environmental initiative, but an investment in the same landscapes and livelihoods that sit at the centre of our coffee partnerships.



new and emerging projects

vava coffee

In 2024, The Cup That Counts made a \$25,970 grant to Vava Coffee and Gente Del Futuro to support their coffee program during the Swahili Soul educational retreat on Lamu Island in Kenya.

This four-day event combined food, music, culture, sustainability, ocean conservation, and coffee. With support from TCTC, local youth received hands-on training in coffee preparation and service, opportunities to take part in live demonstrations, and exposure to real employment pathways in the coffee and hospitality sectors.

The grant supported per diems and meals for participants, coffee and brewing equipment, event costs, transport, and program administration. As a result, 22 young people received practical coffee skills and several have already moved into barista roles in local cafés and hotels. The program received strong support from the local community and from the Minister for Tourism in Lamu County, signalling its potential to grow into a long-term platform for youth employment.

This partnership is an early example of how targeted grants can create opportunities in places where unemployment and a lack of training are major barriers.



new and emerging projects

share value project

In 2025, TCTC Director Tommy Terlaak travelled to Mexico to visit Ben Whitaker in Chiapas and help shape the early vision for the Shared Value Project. Together, they began planning a project that combines elements of Zukuka Bora's farmer-level work with the youth employment and community focus of Home Ground.

The aim is to launch a program in the coming years that supports coffee-growing communities in Chiapas while creating skill-building and employment opportunities locally. We expect Shared Value Project to submit for funding in the next cycle and see this as an important area for future TCTC support.

looking ahead

As we move into the next period, the current Zukuka Bora project funding cycle is beginning to wrap up. Our focus will shift to designing the next round of project support for Mt Elgon. This will include navigating the operational challenges of rising global coffee prices, supporting Zukuka Bora as it seeks new international markets and customers, and scaling the endemic tree nursery program while exploring accreditation for Zukuka Bora as a carbon crediting program.

We also expect to deepen our work with partners such as Shared Value Project in Mexico, while continuing to support Home Ground and TPSE as they work to keep vital community programs running.

A new The Cup That Counts website will launch in the new year, giving us a clearer platform to share impact stories, report on projects, and invite more people into the work.



a note of gratitude

None of this happens alone.

To everyone who contributed this year, whether through a daily coffee, a one-off donation, a tip jar, a fundraising event, or an Origin Loan, thank you. Your support reaches farmers on Mt Elgon, young people in Morington, and emerging coffee leaders in places like Lamu and, soon, Chiapas.

We are also grateful for the time, energy, and care of our Board of Directors: Troy McDonagh, Tommy Terlaak, Eliza Keck, Jason Williams, and Erin Greenhill. Their guidance helps keep us accountable to our mission and focused on building a fairer coffee industry.

Looking back on the past year, the theme that stands out is resilience. In a challenging economic climate and a volatile coffee market, our partners have kept moving forward. Farmers have invested in their farms and families. Young people have stayed engaged with their training and stepped into new roles. Our team and supporters have continued to turn up, one cup at a time.

Together, we are not just imagining a better coffee industry. We are building it, in small but meaningful steps, from origin to outcome.

Thank you for being part of this journey.

Sam Keck

Chairman of The Cup That Counts

If you would like to learn more or get involved, visit www.thecupthatcounts.org





ZuKuKa

Uganda

Financial Report

The Cup That Counts Ltd
For the year ended 30 June 2025

Contents

- 3 Director's Report
- 5 Income and Expenditure Statement
- 7 Assets and Liabilities Statement
- 8 Statement of Cash Flows
- 9 Movements in Equity
- 10 Notes to the Financial Statements

Director's Report

The Cup That Counts Ltd For the year ended 30 June 2025

Director's Report

The directors submit the financial report of The Cup That Counts Ltd for the financial year ended 30 June 2025.

Members

The names of committee members throughout the year and at the date of this report are:

Committee Member	Position	Date Started
Sam Keck	Director & Chairperson	01-May-2023
Troy McDonagh	Director	01-May-2023
Thomas Terlaak	Director	01-May-2023
Eliza Keck	Director	10-Dec-2024
Erin Greenhill	Director, Treasurer & Secretary	10-Dec-2024
Jason Williams	Director	10-Dec-2024

Principal Activities

The company's object is to provide public benevolent relief in Australia and overseas with a focus on:

- (a) Supporting coffee farming and production initiatives to provide sustainable livelihoods for people living in poverty; and
- (b) Supporting people who work in such coffee farming and production projects in the event of a natural disaster or with education and health programs; and
- (c) working locally with training and skills development programs such as those provided by Tanti Park Social Enterprises and extending into similar programs in the rest of Australia with first nations peoples.

Significant Changes

Refer to Chairman's Report (Annual Report 2025).

Operating Result

The surplus after providing for income tax but before distribution/allocation of funded projects, for the financial year, amounted to: \$103,142

Directors' Declaration

The Directors of the Company declare that:

The financial statements and notes, as set out in these pages, are in accordance with the Corporations Act 2001.

- (a) Comply with Accounting Standards as described in Note 1 to the Financial Statements, the *Australian Charities and Not-for-Profits Commissions Act 2012*; and

(b) Give a true and fair view of the financial position as at 30 June 2025 and of the performance for the year ended on that date of the Company in accordance with the accounting policies described in Note 1 to the Financial Statements; and

(c) There are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors.

Signed in accordance with the constitution of the company:


Samuel Keck (Dec 8, 2025 09:11:24 GMT+11)

Sam Keck (Chairperson)

Date 08/12/2025


Erin Greenhill (Dec 3, 2025 15:16:21 GMT+11)

Erin Greenhill (Treasurer)

Date 03/12/2025

Income and Expenditure Statement

The Cup That Counts Ltd

For the year ended 30 June 2025

	2025	2024
Income		
Donations		
Good Coffee Donations	5,270.80	251.06
Contribution Donations (Product)		
Donations Received - Kilo Contributions (Commonfolk)	14,693.35	11,339.73
Donations Received - Kilo Contributions (Kua)	11,735.00	7,394.50
Donations Received - Cup Contributions	39,898.60	80,637.96
Total Contribution Donations (Product)	66,326.95	99,372.19
Other Grants & Donations (Cash)	26,677.28	38,315.37
Total Donations	98,275.03	137,938.62
Sales - Coffee		
Green Coffee Sales	175,667.05	77,901.00
Total Sales - Coffee	175,667.05	77,901.00
Total Income	273,942.08	215,839.62
Cost of Sales		
Opening Stock	162,529.92	-
Purchases	-	236,743.87
Closing Stock	-	(162,529.92)
Total Cost of Sales	162,529.92	74,213.95
Gross Surplus	111,412.16	141,625.67
Other Income		
Interest Income	849.10	657.02
Total Other Income	849.10	657.02
Expenditure		
Foreign Currency Gains and Losses	4,284.85	-
Advertising & Marketing	3,300.00	3,300.00
Bank Fees	(9.34)	8.00
Merchant Fees - Stripe	30.29	-
Software Subscriptions	1,513.87	294.50
Total Expenditure	9,119.67	3,602.50
Current Year Surplus/ (Deficit) Before Income Tax Adjustments	103,141.59	138,680.19
Current Year Surplus/(Deficit) Before Income Tax	103,141.59	138,680.19
Project Funding		
Donations - Tanti Park Social Enterprises	910.00	12,500.00
Donations - Vava / Gente Del Futuro	25,970.91	-

The accompanying notes form part of these financial statements. These statements should be read in conjunction with the attached compilation report.

	2025	2024
Donations - Zukuka Bora	65,100.00	30,000.00
Total Project Funding	91,980.91	42,500.00
Net Current Year Surplus After Income Tax	11,160.68	96,180.19

The accompanying notes form part of these financial statements. These statements should be read in conjunction with the attached compilation report.

Assets and Liabilities Statement

The Cup That Counts Ltd As at 30 June 2025

	NOTES	30 JUNE 2025	30 JUNE 2024
Assets			
Current Assets			
Cash and Cash Equivalents	2	107,340.87	82,780.87
Trade and Other Receivables	3	200,000.00	79,869.40
Inventories		-	162,529.92
Total Current Assets		307,340.87	325,180.19
Total Assets		307,340.87	325,180.19
Liabilities			
Non-Current Liabilities			
Loans	5	200,000.00	229,000.00
Total Non-Current Liabilities		200,000.00	229,000.00
Total Liabilities		200,000.00	229,000.00
Net Assets		107,340.87	96,180.19
Equity			
Capital Reserve			
Current Year Earnings		11,160.68	96,180.19
Retained Earnings		96,180.19	-
Total Capital Reserve		107,340.87	96,180.19
Total Equity		107,340.87	96,180.19

The accompanying notes form part of these financial statements. These statements should be read in conjunction with the attached compilation report.

Statement of Cash Flows

The Cup That Counts Ltd

For the year ended 30 June 2025

	2025	2024
Operating Activities		
Receipts from donors	153,811.48	135,970.22
Payments to suppliers and employees	(167,364.74)	(77,816.45)
Cash receipts from other operating activities	849.10	657.02
Cash payments from other operating activities	(96,265.76)	(42,500.00)
Net Cash Flows from Operating Activities	(108,969.92)	16,310.79
Investing Activities		
Other cash items from investing activities	162,529.92	(162,529.92)
Net Cash Flows from Investing Activities	162,529.92	(162,529.92)
Financing Activities		
Other cash items from financing activities	(29,000.00)	229,000.00
Net Cash Flows from Financing Activities	(29,000.00)	229,000.00
Net Cash Flows	24,560.00	82,780.87
Cash and Cash Equivalents		
Cash and cash equivalents at beginning of period	82,780.87	-
Net change in cash for period	24,560.00	82,780.87
Cash and cash equivalents at end of period	107,340.87	82,780.87

Movements in Equity

The Cup That Counts Ltd

For the year ended 30 June 2025

	2025	2024
Equity		
Opening Balance	96,180.19	-
Increases		
Profit for the Period	11,160.68	96,180.19
Total Increases	11,160.68	96,180.19
Total Equity	107,340.87	96,180.19

Notes to the Financial Statements

The Cup That Counts Ltd

For the year ended 30 June 2025

1. Summary of Significant Accounting Policies

The financial statements have been prepared in accordance with the mandatory Australian Accounting Standards applicable to entities reporting under the *Australian Charities and Not-for-Profits Commission Act 2012*, the basis of accounting specified by all Australian Accounting Standards and Interpretations, and the disclosure requirements of Accounting Standards.

The financial statements have been prepared on an accruals basis and are based on historical costs and do not take into account changing exchange rates or, except where specifically stated, current valuations of non-current assets.

The following significant accounting policies, which are consistent with the previous period unless stated otherwise, have been adopted in the preparation of these financial statements.

Income Tax

The Company is of the opinion that it is not subject to income tax.

Property, Plant & Equipment

Each class of property, plant and equipment is carried at cost or fair value as indicated, less, where applicable, accumulated depreciation and any impairment losses.

Impairment of Assets

At the end of each reporting period, the Company reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have been impaired. If such an indication exists, an impairment test is carried out on the asset by comparing the recoverable amount of the asset, being the higher of the asset's fair value less costs to sell and value in use, to the asset's carrying amount. Any excess of the asset's carrying amount over its recoverable amount is recognised in the income and expenditure statement.

Employee Provisions

When applicable, provision is made for the Company's liability for employee benefits arising from services rendered by employees to the end of the reporting period. Employee provisions have been measured at the amounts expected to be paid when the liability is settled.

Provisions

Provisions are recognised when the Company has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of economic benefits will result and that outflow can be reliably measured. Provisions are measured at the best estimate of the amounts required to settle the obligation at the end of the reporting period.

Cash on Hand

Cash on hand includes cash on hand, deposits held at call with banks, and other short-term highly liquid investments with original maturities of three months or less.

Accounts Receivable & Other Debtors

These notes should be read in conjunction with the attached compilation report.

Accounts receivable and other debtors include amounts due from members, customers, and amounts receivable from donors. Receivables expected to be collected within twelve (12) months of the end of the reporting period are classified as current assets. All other receivables are classified as non-current assets.

Revenue & Other Income

Revenue is measured at the fair value of the consideration received or receivable after taking into account any trade discounts and volume rebates allowed. For this purpose, deferred consideration is not discounted to present values when recognising revenue.

Interest revenue is recognised using the effective interest method, which for floating rate financial assets is the rate inherent in the instrument. Dividend revenue is recognised when the right to receive a dividend has been established.

Grant and donation income is recognised when the entity obtains control over the funds, which is generally at the time of receipt.

If conditions are attached to the grant that must be satisfied before the association is eligible to receive the contribution, recognition of the grant as revenue will be deferred until those conditions are satisfied.

All revenue is stated net of the amount of goods and services tax (GST), where applicable.

Goods and Services Tax (GST)

The Company is not registered or required to be registered for GST.

Financial Assets

Investments in financial assets are initially recognised at cost, which includes transaction costs, and are subsequently measured at fair value, which is equivalent to their market bid price at the end of the reporting period. Movements in fair value are recognised through an equity reserve.

Accounts Payable & Other Payables

Accounts payable and other payables represent the liability outstanding at the end of the reporting period for goods and services received by the Company during the reporting period that remain unpaid. The balance is recognised as a current liability, with amounts normally paid within 30 days of the liability's recognition.

	2025	2024
2. Cash on Hand		
Spending 9585	106,134.17	1,143.54
Savings 9593	1,206.70	81,637.33
Total Cash on Hand	107,340.87	82,780.87
	2025	2024
3. Trade and Other Receivables		
Trade Receivables		
Accounts Receivable	200,000.00	79,869.40
Total Trade Receivables	200,000.00	79,869.40
Total Trade and Other Receivables	200,000.00	79,869.40

These notes should be read in conjunction with the attached compilation report.

20252024

4. Related Party Transactions

Interest in Contracts

During the year, the Company entered into a contract with Zukuka Bora Coffee Company (Uganda) and Commonfolk Coffee Company Pty Ltd (Australia) to act as an intermediary for pre-funding the purchase of green coffee beans. This pre-funding aligns with the Principal Activities and purpose of the Company. As at 30 June 2025, an amount of AUD\$200,000 was receivable from Commonfolk Coffee Company Pty Ltd as part of this transaction.

20252024

5. Loans

Non Current Liability		
Loan - VivCourt 2023	-	229,000.00
Loan - VivCourt 2024	200,000.00	-
Total Non Current Liability	200,000.00	229,000.00
Total Loans	200,000.00	229,000.00

These notes should be read in conjunction with the attached compilation report.

251203 - TCTC (Financial Report 2025)

Final Audit Report

2025-12-07

Created:	2025-12-03
By:	Jason Williams (jason@delmundo.com.au)
Status:	Signed
Transaction ID:	CBJCHBCAABAATwPI-6t7bA3hGibp1sTdgu8sYKFIHpKG

"251203 - TCTC (Financial Report 2025)" History

-  Document created by Jason Williams (jason@delmundo.com.au)
2025-12-03 - 4:12:02 AM GMT- IP address: 38.9.3.121
-  Document emailed to Sam Keck (sam@commonfolkcoffee.com) for signature
2025-12-03 - 4:12:07 AM GMT
-  Document emailed to Erin Greenhill (erin.greenhill@commonfolkcoffee.com.au) for signature
2025-12-03 - 4:12:07 AM GMT
-  Email viewed by Erin Greenhill (erin.greenhill@commonfolkcoffee.com.au)
2025-12-03 - 4:13:40 AM GMT- IP address: 66.249.84.202
-  Document e-signed by Erin Greenhill (erin.greenhill@commonfolkcoffee.com.au)
Signature Date: 2025-12-03 - 4:16:21 AM GMT - Time Source: server- IP address: 1.145.189.3
-  Jason Williams (jason@delmundo.com.au) replaced signer Sam Keck (sam@commonfolkcoffee.com) with sam@commonfolkcoffee.com.au (sam@commonfolkcoffee.com)
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-  Document emailed to sam@commonfolkcoffee.com.au (sam@commonfolkcoffee.com) for signature
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-  Jason Williams (jason@delmundo.com.au) replaced signer Sam Keck (sam@commonfolkcoffee.com) with Sam Keck (sam@commonfolkcoffee.com.au)
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2025-12-05 - 5:57:22 AM GMT- IP address: 104.28.125.5

 Signer Sam Keck (sam@commonfolkcoffee.com.au) entered name at signing as Samuel Keck
2025-12-07 - 10:11:22 PM GMT- IP address: 14.201.220.228

 Document e-signed by Samuel Keck (sam@commonfolkcoffee.com.au)
Signature Date: 2025-12-07 - 10:11:25 PM GMT - Time Source: server- IP address: 14.201.220.228

 Agreement completed.
2025-12-07 - 10:11:25 PM GMT



Charity name

THE CUP THAT COUNTS LTD

Australian Business Number (ABN)

84667626977

Information about your charity

Charity Details

Your charity's website address:

<https://www.thecupthatcounts.org/>

Your charity's Address For Service:

hello@thecupthatcounts.org

16 Progress St

Mornington

Victoria

3931

Australia

Reporting details

Is your charity an incorporated association? No

Does your charity intend to fundraise in the next reporting period? No

Your charity's size for the 2025 reporting period:

Small, Annual revenue less than \$500,000 (small charity)





Charity programs and activities

Operations

Did your charity operate in the 2025 reporting period? Yes

Description of how your charity's programs helped achieve your purpose:

The Cup That Counts supports public benevolent relief by raising funds to empower coffee farming communities and training programs for at-risk youth.

In 2024, we provided financial support to initiatives like Zukuka Bora Coffee in Uganda, which empowered over 1,200 coffee farmers, and Tanti Park Social Enterprises in Australia, which offered training and pathways to employment for vulnerable youth.

Programs

Program information

Program 1

Name: Zukuka Bora Coffee Company

Classification: Economic development

Beneficiaries: 'Overseas communities or charities';

Location(s): 'Uganda';

Website: <https://www.zukuka.coffee/>

Program information

Program 2

Name: Tanti Park Social Enterprises

Classification: Job training

Beneficiaries: 'Youth - 15 to under 25'; 'Financially disadvantaged people', 'Unemployed persons'; 'Other charities';

Other beneficiaries:

Location(s): HomeGround Coffee, Robertson Drive, Mornington VIC, Australia;

Website: <https://www.homegroundcoffeeco.com.au/>

Program information

Program 3



Name: Kua Coffee

Classification: Economic development

Beneficiaries: 'Environment','Overseas communities or charities';

Location(s): 'Uganda';

Website: <https://kuacoffee.co/>

Program information

Program 4

Name: Vava Coffee

Classification: Economic development

Beneficiaries: 'Overseas communities or charities';

Location(s): 'Kenya';

Website: <https://www.vavacoffeeinc.com/>

International activities

Transferring funds or goods overseas

Further details:

Zukuka Bora Coffee Company

The Cup That Counts provides funding to Zukuka Bora to support smallholder farmers on Mt Elgon, Uganda. Our contributions strengthen processing infrastructure, farmer training, tree nursery and reforestation work, and local employment. By improving pricing, market access, and climate resilience, we help farming families build more stable and sustainable livelihoods.

Vava Coffee and Gente Del Futuro

Our support for Vava Coffee and Gente Del Futuro centres on youth training and skill development in Lamu, Kenya. Funding enables practical barista and coffee preparation workshops during the Swahili Soul retreat, giving young people confidence, experience, and entry points into hospitality work. By supporting trainers, equipment, and program costs, we help create meaningful job pathways in a region with limited formal employment.



People, finance and reporting

Human Resources

Full-time employees: 0

Part-time employees: 0

Casual employees: 0

Full-time equivalent staff: 0

Volunteers: 30

Financial Report Details

Charity reporting period end: 30/06/2025

Is your charity reporting for a 12 month period? Yes

Financial reporting:

Did your charity use cash or accrual accounting? Cash

Did your charity have any reportable related party transactions in the 2025 reporting period? Yes

Select the relevant transactions from the list below:

Other

The sale of green coffee to Commonfolk Coffee Company

Include any other relevant details: The Cup That Counts was fortunate to receive a social impact loan from a third party, enabling the pre-payment of the entire Zukuka Bora coffee harvest. The lender specifically wished to loan to a charitable entity rather than a commercial business, such as Commonfolk Coffee Company. This arrangement provided significant benefits to Zukuka Bora, allowing them to purchase a larger

volume of coffee upfront and support more farmers than would have been possible with incremental payments.

To facilitate this arrangement, the coffee contract was held by The Cup That Counts instead of Commonfolk Coffee Company. Commonfolk Coffee Company then agreed to purchase the coffee under this contract at a 5% margin above the usual price. This structure allowed the charity to generate additional funds through the margin, Zukuka Bora to expand their coffee purchases and farmer support, and the social impact outcomes of the loan were achieved.



Importantly, The Cup That Counts did not take on any additional liability in this arrangement, as the loan was unsecured and carried no financial risk to the charity.

Financial Report:

Uploaded financial report: TCTC Financial Report 2025.pdf

Income and Expenses

Income

Revenue from government (including grants): \$.00

Donations and bequests: \$98,275.00

Revenue from providing goods or services: \$175,667.00

Revenue from investments: \$849.00

Other revenue/receipts: \$.00

Total revenue/receipts: \$274,791.00

Other income: \$.00

Total income/receipts: \$274,791.00

Expenses

Employee expenses: \$.00

Grants and donations made for use in Australia: \$910.00

Grants and donations made for use outside Australia: \$91,071.00

Other payments/expenses: \$171,650.00

Total expenses/payments: \$263,631.00

Net surplus/(deficit): \$11,160.00

Balance Sheet



Assets

Total assets: \$307,340.00

Liabilities

Total liabilities: \$200,000.00

Net assets/liabilities: \$107,340.00

Provide a short written description of your assets and liabilities: Our charity currently has \$107,340 of cash in our bank accounts, \$200,000 of accounts receivable for the payment of green coffee. The only current liability is the unsecured social impact loan owed to an unrelated party of \$200,000.



Responsible People

Changes to existing Responsible People

Family name	Given name	Current position	New position or End date
Eliza	Harris	Director	11/12/2025
Keck	Samuel	Director	
McDonagh	Troy	Director	
Terlaak	Thomas	Director	
Greenhill	Erin	Director	
Williams	Jason	Director	

New Responsible People

Family name	Given name	Current positions
Keck	Eliza	Director: 10/12/2024



Declaration

Title: Mr

Given name: Samuel

Family name: Keck

Primary phone number: 0401961109

Secondary phone number:

Email address: sam.keck@commonfolkcoffee.com.au

Position held: Director

The declaration relevant to you: Responsible Person