

FIA

2023
SA FUNDRAISING
SHOWCASE



GRASSROOTS

**AT THE HEART OF
FUNDRAISING SUCCESS**

Developing Partnerships – It's all about the impact!

Sarah Davies

GM - Strategy

Foodbank SA & NT

Presented by:



Safewill

Our Partners



Australian Government



Government of
South Australia

BHP

RAA

**Motor
Dealers of
South Australia**

Newmont

OTR



PORT ADELAIDE
FOOTBALL CLUB



GFG

agl

**Australian
Gas Networks**
Part of Australian Gas Infrastructure Group

ElectraNet

**Health
Partners**

**credit
unionsa**
knowledge counts

**CMV GROUP
FOUNDATION**

**Adelaide
Airport**

GLOBAL AXIS
IMPORT SOLUTIONS

ChemSupplyAustralia

NEUTROG
Biological Fertilisers

**JUICE
INSTITUTE**

Woolworths

coles

Metcash

FOODLAND
Great food lives here.

SA Water

**SEELEY
INTERNATIONAL**

IKEA

**AUSTRALIAN
MOTORS**

**Flinders
Port Holdings**

ASSETLINK

alintaenergy

QBE

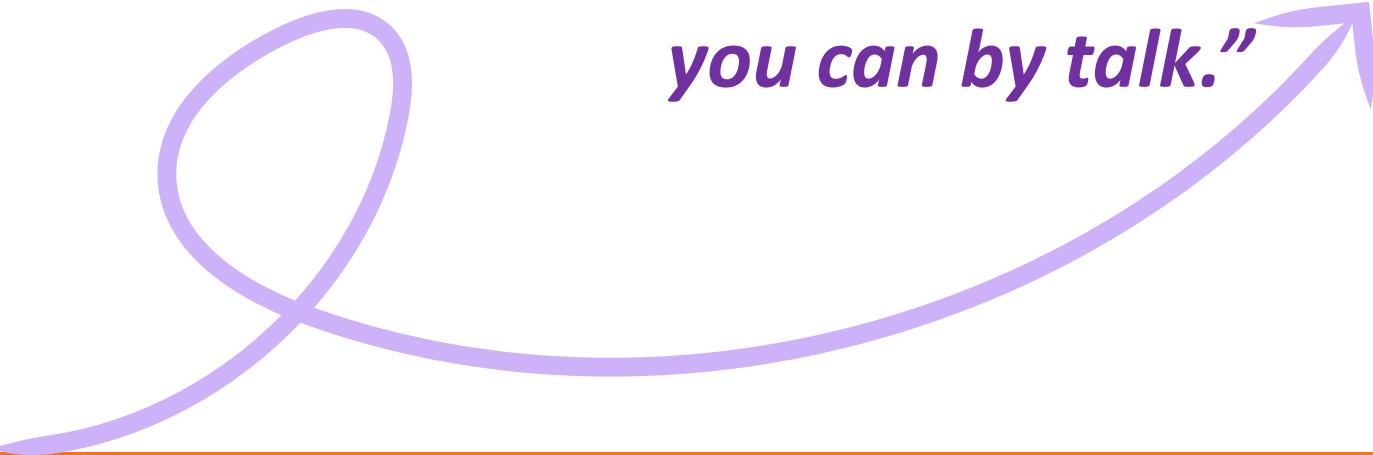




The Partnership Pipeline & Relationships.



“If you make listening and observation your occupation, you will gain much more than you can by talk.”





Alignment to Mission.

When Developing a Partnership for Impact. Don't Tier.



Tiering Partnerships = Transactions.
Transformational Partnerships = Impact.

Provide the solid reasons to partner aligned to impact...



Meals



Social Return of Impact



Geographical



Carbon Emissions



Staff Engagements/
Corporate Volunteering

A true partnership for impact is mutually beneficial.



Never underestimate the value of Corporate Volunteering



RELATIONSHIPS AND STAFF ENGAGEMENT AT MULTI-LEVELS.





Our Foodbank partnership

Working together to fight hunger in South Australia



Make a difference

We appreciate any support you can offer to help us tackle food poverty across the state.

[Donate now](#)



Join the RAA Foodbank Food Drive



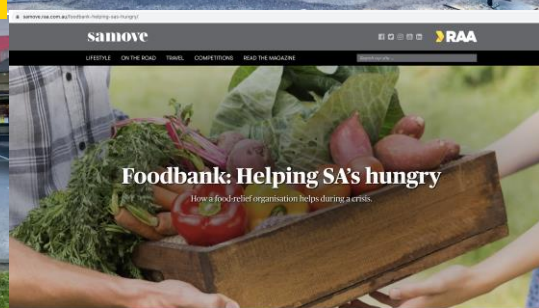
Donate today at RAA

RAA Foodbank Food Drive
10-18 October



Helping end hunger in SA's regional communities

The one-stop shop helping South Aussies in need



Foodbank: Helping SA's hungry

How a food-relief organisation helps during a crisis

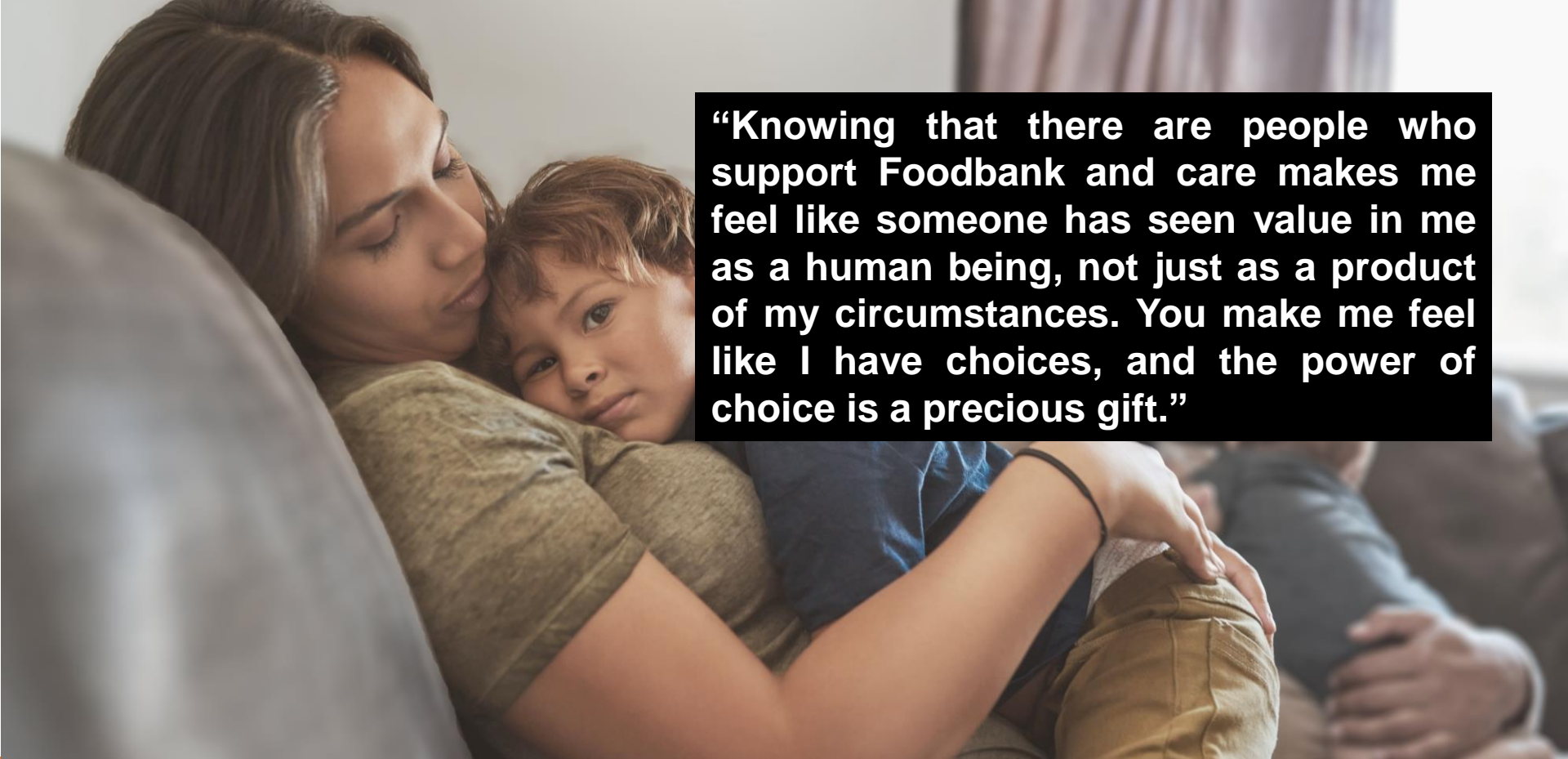
**“NEVER LET SUCCESS GET TO YOUR HEAD;
NEVER LET FAILURE GET TO YOUR HEART.”**

My Top Tips for developing partnerships for impact:

1. *Always align the partnership to your mission.*
2. *Partnership for impact are Transformational. Not tiered.*
3. Don't be afraid to ask. They can only say no.
4. Share the impact and stories for engagement.

A photograph of a woman with long dark hair hugging a young boy with brown hair. They are in a living room setting. In the background, a man with a beard and a baby are visible but out of focus. The text is overlaid on the right side of the image.

**In the past year,
3.7 million households
in Australia went
hungry**



“Knowing that there are people who support Foodbank and care makes me feel like someone has seen value in me as a human being, not just as a product of my circumstances. You make me feel like I have choices, and the power of choice is a precious gift.”