



## Our Finances 2020–2021

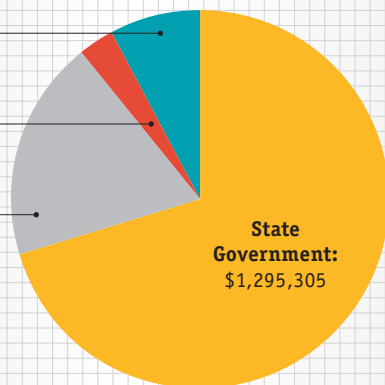
Average Loan Amount: \$1,178

Total Income: \$1,837,154

Other Income:  
\$141,659

Corporate Support:  
\$55,000

Good Shepherd:  
\$345,190



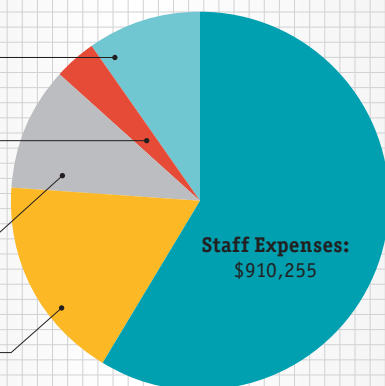
Total Expenditure: \$1,548,436

Other Expenses:  
\$148,157

Delivery Partner  
Expenses:  
\$56,926

Administration/  
Office Expenses:  
\$163,184

Contractors:  
\$269,914



NILS NETWORK TASMANIA • 2020–2021

### Our Corporate Supporters

- ▶ Aurora Energy
- ▶ Federal Group
- ▶ Gilbertson Trust
- ▶ Nekon Pty Ltd (Robert Rockefeller)
- ▶ Errol Stewart (JMC)
- ▶ Ian G Griffiths

NILS Network Tasmania is supported by



### Our Board Members

**Stuart Foster**  
Salvation Army Tasmania  
▶ *Chair*

**John Rowland**  
Oak Possability  
▶ *Vice Chair*

**Marla Giacon**  
Anglicare Tasmania Inc.  
▶ *Secretary*

**Nicolette Quinn**  
Savvy CFO  
▶ *Treasurer*

**Grant Russell**  
Aurora Energy  
▶ *Board member*

**Martin Crane**  
Department of State  
Growth  
▶ *Board member*

**Rachael French**  
Goodwood Community  
Centre  
▶ *Board member*

**Michael Bishop**  
Neighbourhood Houses  
Tasmania  
▶ *Board member*

▶ [www.nilstasmania.org.au](http://www.nilstasmania.org.au)



Community lending  
for Tasmanians

2020  
.....  
2021



TOTAL LOANS IN  
2019–20 THROUGH  
NILS TASMANIA

\$4,087,720



NILS purchased through  
suppliers across Tasmania  
for a total spend of \$4.1m

722

**NILS Network  
Tasmania**  
Annual Report

Snapshot

▶ [www.nilstasmania.org.au](http://www.nilstasmania.org.au)



## Microfinance Loans

69%

of previous users of pay day lenders did not use them after getting a NILS loan.

3,198

loans issued for a total of

\$3,454,420

A 23% increase on 2019-20

### INCLUDING:

- 445 fridges
- 356 washing machines
- 509 registrations
- 581 cars repaired

92%

of clients who had used store rental companies in the past no longer used them after getting a NILS loan.

\$749,353

in Aurora/State Govt subsidies helping purchase 957 energy efficient products

★★★★★

WE'VE ENABLED CLIENTS TO SAVE IN EXCESS OF

\$3.5M

IN INTEREST & CHARGES

(based on our total loans of \$3.4m and an assumption that 43% of clients would have chosen a rent to buy if NILS didn't exist)

69%

of clients who had asked family and friends for financial assistance did not ask for financial help after getting a NILS loan.

Keep up the great work. I am so happy I discovered you as now I can buy/replace my very old things, second hand things with new that should last for perhaps the rest of my life and not have to worry.

In 2020/21:

### REGIONAL LOAN BREAKDOWN

Micro Finance

Clients Region	2020/21
Northwest	24.4%
North	28.4%
South	47.2%

- 61.8% of clients were women
- 53.7% were 45 or older
- 14.3% identified as Aboriginal
- Loans went to 1300 parenting households supporting 2353 children
- 20.3% of loans were for single parent households
- 24.6% of loans to Job Seeker recipients
- 33.5% to those on Disability Support Pension



## Our Delivery Partners & Volunteers

Of the clients that completed our survey 54% recalled the volunteer loans officer suggesting referral to other needed services and of these clients 32% contacted that service.

12

delivery partners spread over 95 sites.

378

active volunteer loan officers. With 72 trained during the year

"Thank you so much and good to know that now I have finished repayments another person or family can be helped."



## Microbusiness Loans

82%

of clients still operating business after loan completed.

"For me the process was simple enough and the support was terrific which made the whole process even easier".



82

MicroBusiness loans issued for a total of \$246,500 Increase of 36% on previous year

56%

involved employment of more than one person after the loan

82%

of clients felt that starting their business increased their confidence

### GREAT REACH INTO THE TASMANIAN COMMUNITY



NILS Tasmania delivered 12.2% of the total national NILS loans, whereas Tasmania has just 3.4% of the national population eligible for loans.