

## Section 3: Funding

## Revenue

### Total revenue

Data were extracted from the 2019 and 2022 Annual Information Statement Data from the Australian Charities and Not-for-profits commission (ACNC) (available from <https://data.gov.au>).

NPON members received revenue from the government, donations and bequests, goods and services, and interest. In 2019 the total revenue for

NPON members ranged from \$0 to \$40,123,178 (median=\$203,060; IQR = 1,309,706), and in total 84 member charities had a combined revenue of \$174,225,904.

In 2022 the total revenue for NPON members ranged from 0 to 52,577,000 (median=\$238,609; IQR=\$1,094,001), and in total 87 member charities had a combined revenue of \$213,762,418.

In 2019 84 NPON members had a combined income of \$174,225,904.

In 2022 87 NPON members had a combined income of \$213,762,418.

Table 3.1: Total revenue

Total revenue	2019		2022	
	n=84	Percent	n=87	Percent
0	3	3.57	1	1.15
5,000 or less	5	5.95	4	4.60
5,001 to 10,000	4	4.76	3	3.45
10,001 to 20,000	3	3.57	5	5.75
20,001 to 50,000	8	9.52	7	8.05
50,001 to 100,000	7	8.33	12	13.79
100,001 to 500,000	21	25.00	22	25.29
500,001 to 1,000,000	9	10.71	8	9.20
1,000,001 to 10,000,000	20	23.81	20	22.99
10,000,001 or more	4	4.76	5	5.75

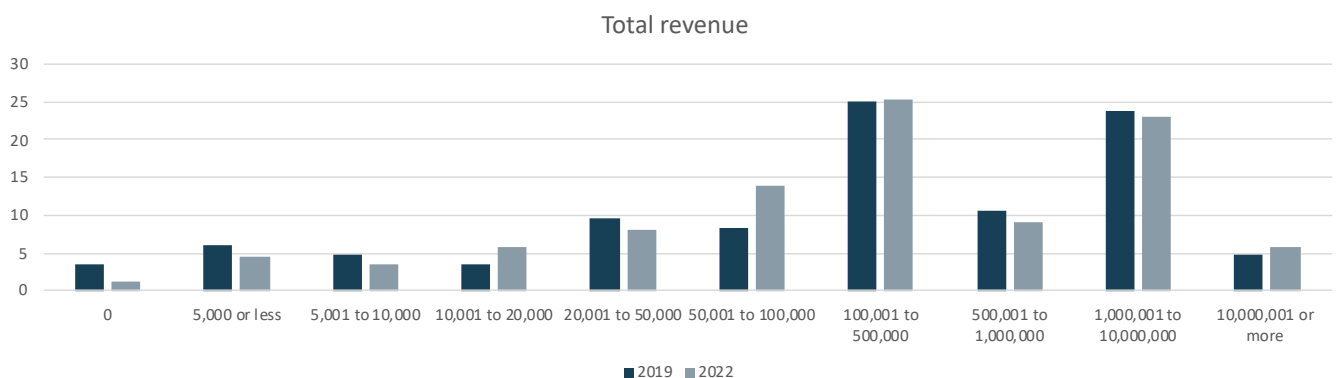


Figure 3.1: Total revenue

## Revenue sources

### Revenue sources overview

NPON members received most revenue from donations and bequests, followed by revenue from

goods and services, the government and from investments.

In 2019 NPON members had a combined revenue of \$84,172,049 from donations and bequests,

\$49,531,630 from goods and services, \$25,033,645 from the government, \$4,157,929 from investments and \$11,330,651 from other sources.

In 2022 NPON members had a combined revenue of \$82,602,071 from donations and bequests, \$64,201,383 from goods and services, \$43,970,562 from the government, \$2,959,915 from investments, and \$20,029,473 from other sources.

Of the organisations that received government funding, two received over \$10M, three received between one and \$4M, four received between \$500,000 and \$1M, nineteen received between \$100,000 and \$300,000, fourteen received between \$10,000 and \$99,000, and six received between \$900 and \$6,000.

**2019 NPON members combined revenue:**

\$84,172,049 from donations and bequests  
 \$49,531,630 from goods and services  
 \$25,033,645 from the government  
 \$4,157,929 from investments  
 \$11,330,651 from other sources

**2022 NPON members combined revenue:**

\$82,602,071 from donations and bequests  
 \$64,201,383 from goods and services  
 \$43,970,562 from the government  
 \$2,959,915 from investments  
 \$20,029,473 from other sources

**Revenue from donations and bequests**

In 2019 76 NPON organisations had revenue from donations and bequests ranging from \$20 to \$35,511,285 (median = \$87,554.50; IQR = \$60,1139.25).

There were 8 organisations (9.52%) that had no revenue from donations and bequests, 9 organisations (10.71%) that had a revenue of \$5,000 or less, 6 organisations (7.14%) that had revenue of between \$5,001 and \$10,000, 7 organisations (8.33%) had between \$10,001 and \$20,000 and 8 organisations (9.52%) had between \$20,001 and \$50,000.

At the higher end of revenue, there were 10 organisations (11.90%) that received between \$50,001 and \$100,000, 12 organisations (14.29%) that had a revenue of \$100,001 and \$500,000, 12 organisations (14.29%) that had revenue of between \$500,001 and \$1,000,000, 10 organisations (11.90%) had between \$1,000,001 and \$10,000,000 and 2 organisations (2.38%) had between \$10,000,001 or more .

In 2022 81 NPON organisations had revenue from donations and bequests ranging from \$45 to \$25,277,983 (median = \$126,679; IQR = \$511,699).

There were 6 organisations (6.90%) that had no revenue from donations and bequests, 10 organisations (11.49%) that had a revenue of \$5,000 or less, 6 organisations (6.90%) that had revenue of between \$5,001 and \$10,000, 6 organisations (6.90%) had between \$10,001 and \$20,000 and 12 organisations (13.79%) had between \$20,001 and \$50,000.

At the higher end of revenue, there were 5 organisations (5.75%) that received between \$50,001 and \$100,000, 20 organisations (22.99%) that had a revenue of \$100,001 and \$500,000, 9 organisations (10.34%) that had revenue of between \$500,001 and \$1,000,000, 11 organisations (12.64%) had between \$1,000,001 and \$10,000,000 and 2 organisations (2.30%) had between \$10,000,001 or more .

**2019 revenue from donations and bequests**

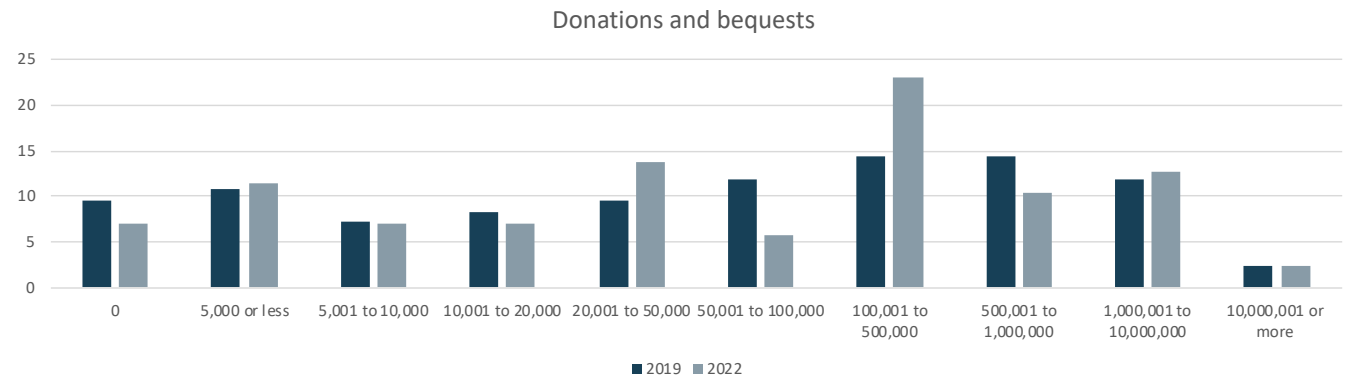
- 76 organisations received donations and bequests
- Average (median) \$87,554.50; IQR = \$60,1139.25
- Range from \$20 to \$35,511,285
- 2019 NPON members combined revenue of \$84,172,049

**2022 revenue from donations and bequests**

- 81 organisations received donations and bequests
- Average (median) \$126,679; IQR = \$511,699
- Range from \$45 to \$25,277,983
- 2022 NPON members combined revenue of \$82,602,071

**Table 3.2: Revenue from donations and bequests**

Donations and bequests	2019		2022	
	n=84	Percent	n=87	Percent
0	8	9.52	6	6.90
5,000 or less	9	10.71	10	11.49
5,001 to 10,000	6	7.14	6	6.90
10,001 to 20,000	7	8.33	6	6.90
20,001 to 50,000	8	9.52	12	13.79
50,001 to 100,000	10	11.90	5	5.75
100,001 to 500,000	12	14.29	20	22.99
500,001 to 1,000,000	12	14.29	9	10.34
1,000,001 to 10,000,000	10	11.90	11	12.64
10,000,001 or more	2	2.38	2	2.30



**Figure 3.2: Revenue from donations and bequests**

**Revenue from goods and services**

In 2019 53 NPON organisations had revenue from goods and services ranging from \$82 to \$31,505,000 (median = \$26,171; IQR = \$239,027).

There were 31 organisations (36.90%) that had no revenue from goods and services, 16 organisations (19.05%) that had a revenue of \$5,000 or less, 2 organisations (2.38%) that had revenue of between \$5,001 and \$10,000, 5 organisations (5.95%) had between \$10,001 and \$20,000 and 9 organisations (10.71%) had between \$20,001 and \$50,000.

At the higher end of revenue, there were 4 organisations (4.76%) that received between \$50,001 and \$100,000, 10 organisations (11.90%) that had a revenue of \$100,001 and \$500,000, 1 organisation (1.19%) that had revenue of between \$500,001 and \$1,000,000, 5 organisations (5.95%) had between \$1,000,001 and \$10,000,000 and 1 organisation (1.19%) had between \$10,000,001 or more.

In 2022 52 NPON organisations had revenue from goods and services ranging from \$27 to \$41,224,000 (median = \$53,780; IQR = \$189,312.25).

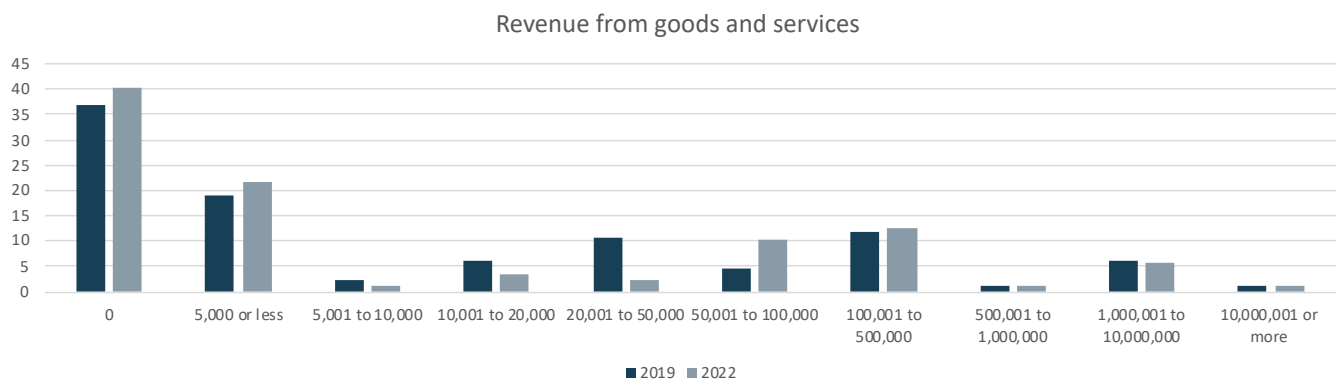
There were 35 organisations (40.23%) that had no revenue from goods and services, 19 organisations (21.84%) that had a revenue of \$5,000 or less, 1 organisation (1.15%) that had revenue of between \$5,001 and \$10,000, 3 organisations (3.45%) had between \$10,001 and \$20,000 and 2 organisations (2.30%) had between \$20,001 and \$50,000.

At the higher end of revenue, there were 9 organisations (10.34%) that received between \$50,001 and \$100,000, 11 organisations (12.64%) that had a revenue of \$100,001 and \$500,000, 1 organisation (1.15%) that had revenue of between \$500,001 and \$1,000,000, 5 organisations (5.75%) had between \$1,000,001 and \$10,000,000 and 1 organisation (1.15%) had between \$10,000,001 or more.

2019 revenue from goods and services	2022 revenue from goods and services
<ul style="list-style-type: none"> <li>53 organisations received revenue from goods and services</li> <li>Median = \$26,171; IQR = \$239,027</li> <li>Range from \$82 to \$31,505,000</li> <li>2019 NPON members combined revenue of \$49,531,630</li> </ul>	<ul style="list-style-type: none"> <li>52 organisations received revenue from goods and services</li> <li>Median = \$53,780; IQR = \$189,312.25</li> <li>Range from \$27 to \$41,224,000</li> <li>2022 NPON members combined revenue of \$64,201,383</li> </ul>

**Table 3.3: Revenue from goods and services**

Revenue from goods and services	2019		2022	
	n=84	Percent	n=87	Percent
0	31	36.90	35	40.23
5,000 or less	16	19.05	19	21.84
5,001 to 10,000	2	2.38	1	1.15
10,001 to 20,000	5	5.95	3	3.45
20,001 to 50,000	9	10.71	2	2.30
50,001 to 100,000	4	4.76	9	10.34
100,001 to 500,000	10	11.90	11	12.64
500,001 to 1,000,000	1	1.19	1	1.15
1,000,001 to 10,000,000	5	5.95	5	5.75
10,000,001 or more	1	1.19	1	1.15



**Figure 3. 3: Revenue from goods and services**

### Revenue from the government

In 2019 40 NPON organisations had revenue from government ranging from \$2,760 to \$7,879,000 (median = \$87,650; IQR = \$378,299).

There were 44 organisations (52.38%) that had no revenue from government, 3 organisations (3.57%) that had a revenue of \$5,000 or less, 5 organisations (5.95%) that had revenue of between \$5,001 and \$10,000, 3 organisations (3.57%) had between \$10,001 and \$20,000 and 5 organisations (5.95%) had between \$20,001 and \$50,000.

At the higher end of revenue, there were 5 organisations (5.95%) that received between \$50,001 and \$100,000, 11 organisations (13.10%) that had a revenue of \$100,001 and \$500,000, 3 organisations (3.57%) that had revenue of between \$500,001 and \$1,000,000, 5 organisations (5.95%) had between \$1,000,001 and \$10,000,000 and 0 organisations (0.00%) had between \$10,000,001 or more.

In 2022 48 NPON organisations had revenue from government ranging from \$940 to \$1,730,295 (median = \$157,954; IQR = \$290,319.50).

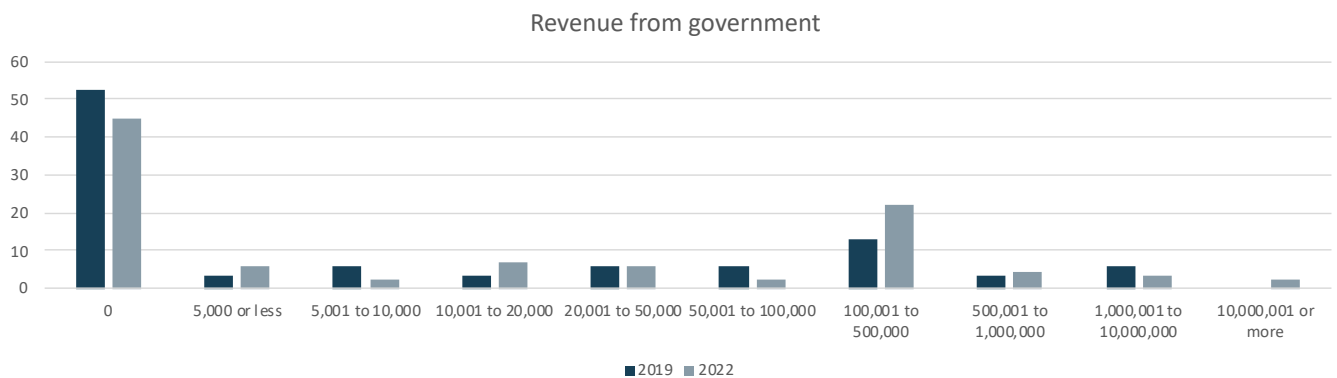
There were 39 organisations (44.83%) that had no revenue from government, 5 organisations (5.75%) that had a revenue of \$5,000 or less, 2 organisations (2.30%) that had revenue of between \$5,001 and \$10,000, 6 organisations (6.90%) had between \$10,001 and \$20,000 and 5 organisations (5.75%) had between \$20,001 and \$50,000.

At the higher end of revenue, there were 2 organisations (2.30%) that received between \$50,001 and \$100,000, 19 organisations (21.84%) that had a revenue of \$100,001 and \$500,000, 4 organisations (4.60%) that had revenue of between \$500,001 and \$1,000,000, 3 organisations (3.45%) had between \$1,000,001 and \$10,000,000 and 2 organisations (2.30%) had between \$10,000,001 or more .

2019 revenue from the government	2022 revenue from the government
<ul style="list-style-type: none"> <li>40 organisations received from the government</li> <li>Median = \$87,650; IQR = \$378,299</li> <li>Range from \$2,760 to \$7,879,000</li> <li>2019 NPON members combined revenue of \$25,033,645</li> </ul>	<ul style="list-style-type: none"> <li>48 organisations received from the government</li> <li>Median = \$157,954; IQR = \$290,319.50</li> <li>Range from \$940 to \$17,302,295</li> <li>2022 NPON members combined revenue of \$43,970,562</li> </ul>

**Table 3.4: Revenue from the government**

Revenue from government	2019		2022	
	n=84	Percent	n=87	Percent
0	44	52.38	39	44.83
5,000 or less	3	3.57	5	5.75
5,001 to 10,000	5	5.95	2	2.30
10,001 to 20,000	3	3.57	6	6.90
20,001 to 50,000	5	5.95	5	5.75
50,001 to 100,000	5	5.95	2	2.30
100,001 to 500,000	11	13.10	19	21.84
500,001 to 1,000,000	3	3.57	4	4.60
1,000,001 to 10,000,000	5	5.95	3	3.45
10,000,001 or more	0	0.00	2	2.30



**Figure 3. 4: Revenue from the government**

## Revenue from investments

In 2019 58 NPON organisations had revenue from investments ranging from \$7 to \$669,878 (median = \$5313.50; IQR = \$25557.50).

There were 26 organisations (30.95%) that had no revenue from investments, 29 organisations (34.52%) that had a revenue of \$5,000 or less, 6 organisations (7.14%) that had revenue of between \$5,001 and \$10,000, 3 organisations (3.57%) had between \$10,001 and \$20,000 and 8 organisations (9.52%) had between \$20,001 and \$50,000.

At the higher end of revenue, there were 10 organisations (11.90%) that received between \$50,001 and \$100,000, and 2 organisations (2.38%) that had a revenue of \$100,001 and \$500,000.

In 2022 51 NPON organisations had revenue from investments ranging from \$1 to \$647,292 (median = \$1,158; IQR = \$21,539).

There were 36 organisations (41.38%) that had no revenue from investments, 32 organisations (36.78%) that had a revenue of \$5,000 or less, 4 organisations (4.60%) that had revenue of between \$5,001 and \$10,000, 2 organisations (2.30%) had between \$10,001 and \$20,000 and 3 organisations (3.45%) had between \$20,001 and \$50,000.

At the higher end of revenue, there was 1 organisation (1.15%) that received between \$50,001 and \$100,000, 8 organisations (9.20%) that had a revenue of \$100,001 and \$500,000, and 1 organisation (1.15%) that had revenue of between \$500,001 and \$1,000,000.

### 2019 revenue from investments

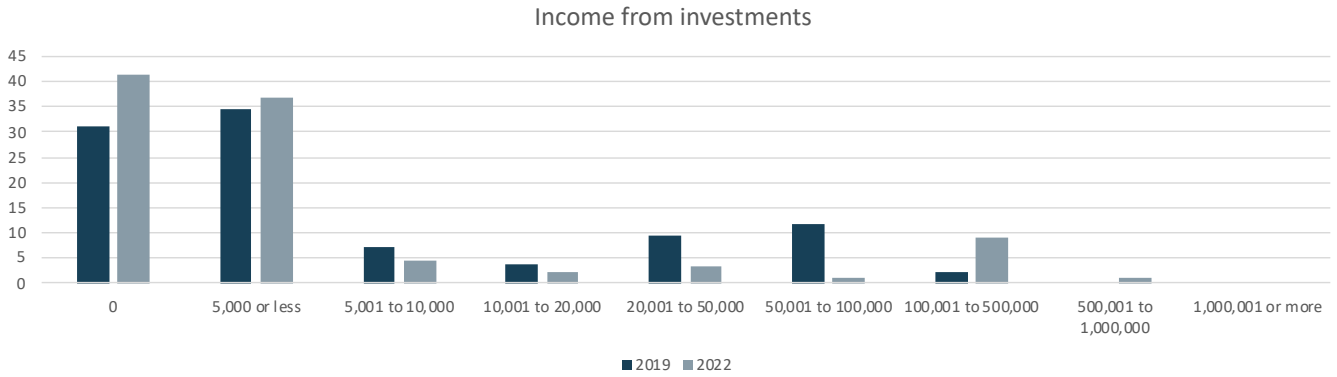
- 58 organisations received investments
- Median = \$5313.50; IQR = \$25557.50
- Range from \$7 to \$669,878
- 2019 NPON members combined revenue of \$4,157,929

### 2022 revenue from investments

- 51 organisations received investments
- Median = \$1,158; IQR = \$21,539
- Range from \$1 to \$647,292
- 2022 NPON members combined revenue of \$2,959,915

**Table 3.5: Revenue from investments**

Income from investments	2019		2022	
	n=84	Percent	n=87	Percent
0	26	30.95	36	41.38
5,000 or less	29	34.52	32	36.78
5,001 to 10,000	6	7.14	4	4.60
10,001 to 20,000	3	3.57	2	2.30
20,001 to 50,000	8	9.52	3	3.45
50,001 to 100,000	10	11.90	1	1.15
100,001 to 500,000	2	2.38	8	9.20
500,001 to 1,000,000	0	0.00	1	1.15
1,000,001 or more	0	0.00	0	0.00



**Figure 3. 5: Revenue from investments**

**Revenue from other sources**

In 2019 57 NPON organisations had all other revenue ranging from \$16 to \$4,162,050 (median = \$34,996; IQR = \$120,249).

There were 27 organisations (32.14%) that had no revenue from other sources, 21 organisations (25.00%) that had a revenue of \$5,000 or less, 2 organisations (2.38%) that had revenue of between \$5,001 and \$10,000, 3 organisations (3.57%) had between \$10,001 and \$20,000 and 5 organisations (5.95%) had between \$20,001 and \$50,000.

At the higher end of revenue, there were 8 organisations (9.52%) that received between \$50,001 and \$100,000, 13 organisations (15.48%) that had a revenue of \$100,001 and \$500,000, 2 organisations (2.38%) that had revenue of between \$500,001 and \$1,000,000, 2 organisations (2.38%) had between \$1,000,001 and \$10,000,000 and 1

organisation (1.19%) had between \$10,000,001 or more .

In 2022 54 NPON organisations had all other revenue ranging from \$10 to \$11,239,601 (median = \$18,591; IQR = \$105,068.75).

There were 33 organisations (37.93%) that had no revenue from other sources, 18 organisations (20.69%) that had a revenue of \$5,000 or less, 2 organisations (2.30%) that had revenue of between \$5,001 and \$10,000, 8 organisations (9.20%) had between \$10,001 and \$20,000 and 6 organisations (6.90%) had between \$20,001 and \$50,000.

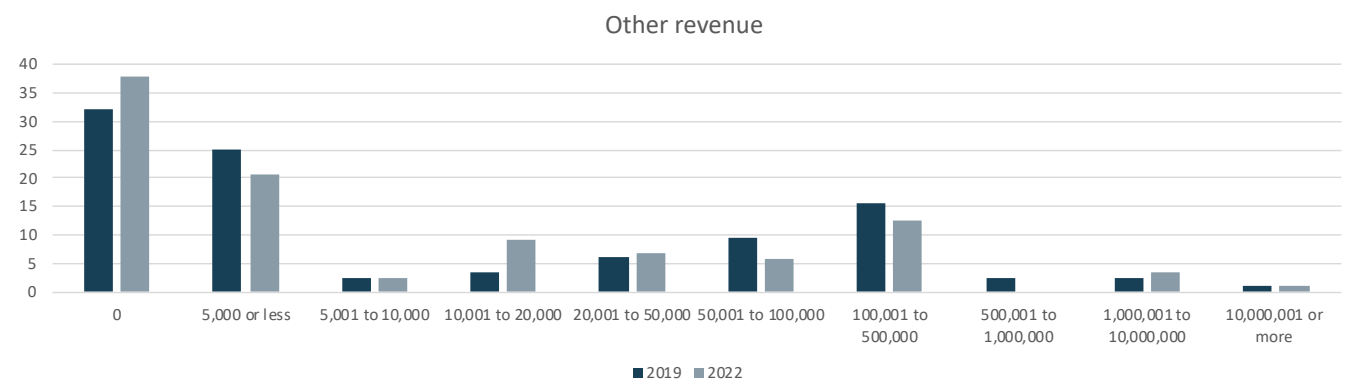
At the higher end of revenue, there were 5 organisations (5.75%) that received between \$50,001 and \$100,000, 11 organisations (12.64%) that had a revenue of \$100,001 and \$500,000, 3 organisations (3.45%) had between \$1,000,001 and \$10,000,000 and 1 organisation (1.15%) had between \$10,000,001 or more .

2019 revenue from other sources	2022 revenue from other sources
<ul style="list-style-type: none"> <li>• 57 organisations received</li> <li>• Median = \$34,996; IQR = \$120,249</li> <li>• Range from \$16 to \$4,162,050</li> <li>• 2019 NPON members combined revenue of \$11,330,651</li> </ul>	<ul style="list-style-type: none"> <li>• 54 organisations received other sources</li> <li>• Median = \$18,591; IQR = \$105,068.75</li> <li>• Range from \$10 to \$11,239,601</li> <li>• 2022 NPON members combined revenue of \$20,029,473</li> </ul>



**Table 3.6: Revenue from other sources**

Income from other sources	2019		2022	
	n=84	Percent	n=87	Percent
0	27	32.14	33	37.93
5,000 or less	21	25.00	18	20.69
5,001 to 10,000	2	2.38	2	2.30
10,001 to 20,000	3	3.57	8	9.20
20,001 to 50,000	5	5.95	6	6.90
50,001 to 100,000	8	9.52	5	5.75
100,001 to 500,000	13	15.48	11	12.64
500,001 to 1,000,000	2	2.38	0	0.00
1,000,001 to 10,000,000	2	2.38	3	3.45
10,000,001 or more	1	1.19	1	1.15



**Figure 3.6: Revenue from other sources**

**Net surplus/deficit**

**Net surplus/deficit**

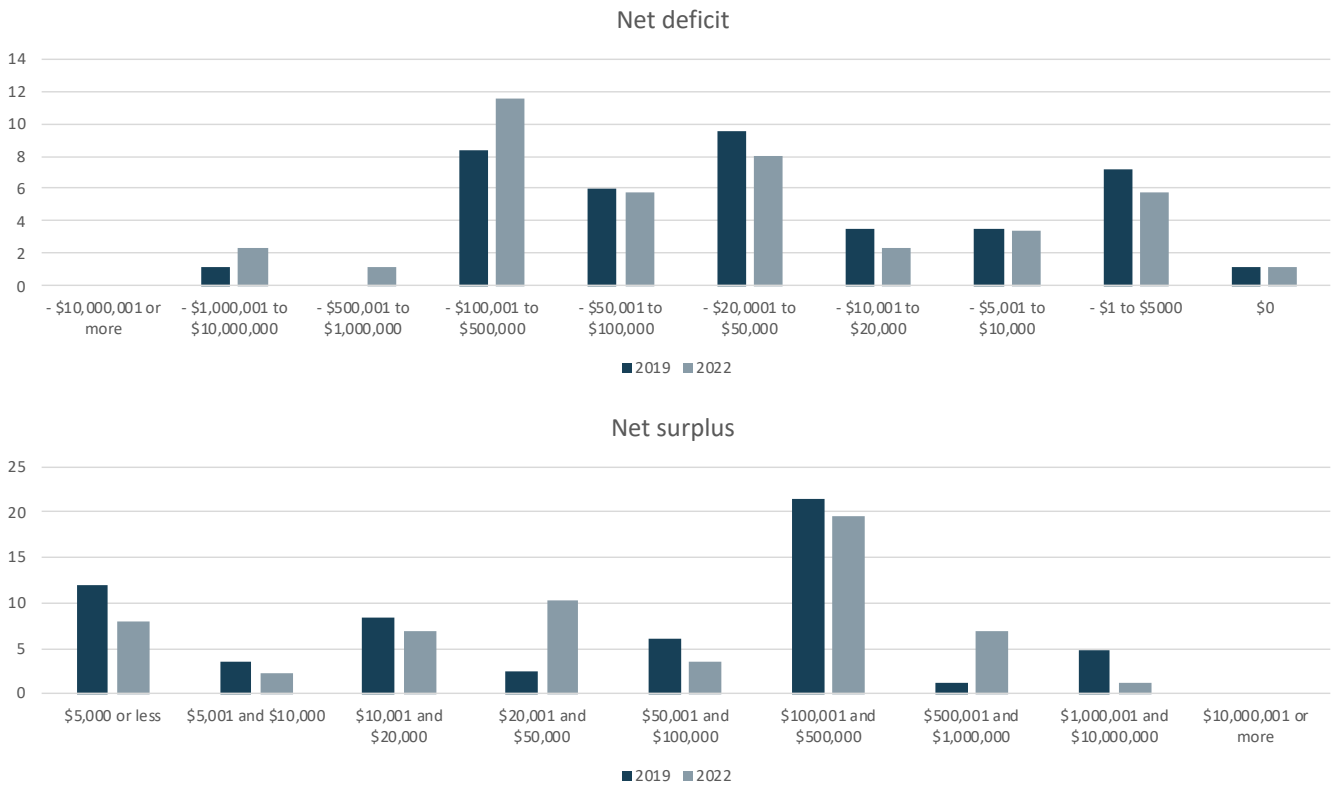
In 2019 33 NPON organisations were in deficit ranging from -\$332 to -\$1342248 (median = -\$26542.50; IQR = \$85986.25). 51 organisations were even or had a surplus ranging from \$0 to \$4,670,694 (median = \$65,153; IQR = \$199,142.50).

In 2022 35 NPON organisations were in deficit ranging from -\$822 to -\$3,453,489 (median = -\$55,856; IQR = \$172,057). 52 organisations were even or had a surplus ranging from \$0 to \$5,022,824 (median = \$65,153; IQR = \$199,142.50).

2019 Net surplus/deficit	2022 Net surplus/deficit
<ul style="list-style-type: none"> <li>33 NPON organisations were in deficit ranging from -\$332 to -\$1342248</li> <li>51 organisations were even or had a surplus ranging from \$0 to \$4,670,694</li> </ul>	<ul style="list-style-type: none"> <li>35 NPON organisations were in deficit ranging from -\$822 to -\$3,453,489 (median = -\$55,856; IQR = \$172,057).</li> <li>52 organisations were even or had a surplus ranging from \$0 to \$5,022,824</li> </ul>

**Table 3.7: Net surplus/deficit**

Net surplus/deficit	2019		2022	
	n=84	Percent	n=87	Percent
- \$10,000,001 or more	0	0.00	0	0.00
- \$1,000,001 to \$10,000,000	1	1.19	2	2.30
- \$500,001 to \$1,000,000	0	0.00	1	1.15
- \$100,001 to \$500,000	7	8.33	10	11.49
- \$50,001 to \$100,000	5	5.95	5	5.75
- \$20,001 to \$50,000	8	9.52	7	8.05
- \$10,001 to \$20,000	3	3.57	2	2.30
- \$5,001 to \$10,000	3	3.57	3	3.45
- \$1 to \$5000	6	7.14	5	5.75
\$0	1	1.19	1	1.15
\$5,000 or less	10	11.90	7	8.05
\$5,001 and \$10,000	3	3.57	2	2.30
\$10,001 and \$20,000	7	8.33	6	6.90
\$20,001 and \$50,000	2	2.38	9	10.34
\$50,001 and \$100,000	5	5.95	3	3.45
\$100,001 and \$500,000	18	21.43	17	19.54
\$500,001 and \$1,000,000	1	1.19	6	6.90
\$1,000,001 and \$10,000,000	4	4.76	1	1.15
\$10,000,001 or more	0	0.00	0	0.00



**Figure 3.7: Revenue from donations and bequests**