



CULTIVATING
Community

Our Pricing Approach



1. Our Pricing Approach

Transparent. Sustainable. Purpose-Driven.

This statement explains our approach to pricing and what our fees support when you engage **Cultivating Community** to deliver professional services. It forms part of our standard quote and contract materials and is provided to support clarity, confidence, and informed decision-making.

As a registered social enterprise and charity, our pricing is designed to be **honest, consistent, and sustainable** - ensuring we can deliver high-quality services while reinvesting into community outcomes.

1.1. How Our Pricing Is Set

Our fees are calculated to reflect the **full cost of delivering professional services responsibly and compliantly**, within a social enterprise model.

When we prepare a quote, we take into account:

- The scope, duration, and complexity of the work
- The labour, coordination, and supervision required
- Compliance, governance, insurance, and safety obligations
- The infrastructure and systems required to deliver work reliably
- Our commitment to delivering verified social and environmental benefit

All pricing is confirmed upfront and agreed before work begins.

1.2. What Our Fees Support

While we do not itemise internal cost structures in client quotes, each project contributes to three essential areas that enable safe, effective, and sustainable delivery.

1.2.1. 1. Professional Delivery and Oversight

Our pricing includes the coordination and oversight required to deliver work to a professional standard. This may include:

- Project coordination and scheduling
- Compliance and approval processes



- Senior oversight where required
- On-site support and issue resolution
- Stakeholder communication and escalation management

This ensures your project is delivered reliably, safely, and in line with agreed outcomes.

1.2.2. 2. Community and Social Impact

“Australian social enterprises reinvested 31% of revenue into social impact in 2023”

(Social Traders PACE Report)

“In 2025, certified Australian social enterprises reported \$756.6M in direct impact expenditure against \$3.17B in total revenue.”

Social Traders, RISE 2025 Data Pack

Social enterprises globally are recognised as critical actors in the circular economy, with the potential to create millions of jobs and unlock trillions in sustainable economic value.

As a social enterprise, Cultivating Community reinvests revenue from contracts into community benefit. This enables:

- Employment pathways and community programs supporting people from social housing and culturally and linguistically diverse (CALD) communities facing structural barriers into sustainable, fairly paid work.
- Community-led food initiatives and productive gardens that address food insecurity and strengthen local food sovereignty - aligned with Australia’s National Food and Nutrition Security Plan
- Operating margin required to sustain and grow Cultivating Community, including capability building, impact measurement, organisational resilience, and senior leadership governance.

Any surplus generated is retained within the organisation and reinvested in line with our social purpose. We do not distribute profits to shareholders.



1.2.3. 3. Organisational Infrastructure and Compliance

Our pricing also supports the essential systems and governance that underpin every project, including:

- Financial management and audit compliance under the Australian Charities and Not-for-profits Commission Act 2012
- Public liability, professional indemnity, and workers' compensation insurance obligations under applicable state and territory law
- Technology systems, data management, cybersecurity compliance and communications infrastructure
- Governance, board operations, strategic planning and the operating margin required to sustain and grow the organisation over time - ensuring we remain a viable, mission-driven enterprise rather than one dependent on grants

»

This ensures we remain a viable, accountable organisation capable of delivering services consistently and at scale.

1.3. Our Commitments to Clients

Every quote we provide is guided by three core commitments:

1.3.1. Transparency

- Pricing is clear and agreed in advance
- There are no hidden fees
- Any changes to scope or cost are discussed and approved before proceeding

1.3.2. Sustainability

- Fees are set to support long-term organisational viability
- Revenue is reinvested into program delivery and community outcomes
- Our model reduces reliance on grants while strengthening impact

1.3.3. Accuracy

- Labour and scope are assessed and documented before quoting
- Quotes are based on confirmed information



- Variations are only applied with written agreement

1.4. Pricing Review and Changes

Our pricing framework is reviewed regularly to ensure it remains fair, compliant, and aligned with sector standards. Any changes are communicated in advance and apply only to future projects.

The pricing applicable to your project is confirmed in your individual quote or contract.

1.5. Questions?

We welcome questions and are always happy to explain anything in finer detail. Please contact us: info@cultivatingcommunity.org.au if you would like to discuss your quote. We are always happy to walk you through the details.



[External Document Title]

[Sub title]

[Sub header 1]

[Sub header 2]

