The Future is Social Enterprise
Social Enterprise Exhibitor Details
29 October 2018, Parliament House, Brisbane
SOCIAL ENTERPRISE INDEX

- BAMA Services
- Bertonni
- Cape York Timber
- Food Connect
- HELP Enterprises
- Jigsaw
- Hope Street Cafes (Micah Projects Ltd)
- Nundah Community Enterprises Cooperative
- Refugee Talent
- Soft Landing Mattress Recycling (Community Resources)
- The Gardens Club
- The Mulberry Project
- Vanguard Laundry
- Welcome 360
- Work Restart
- World Wellness Group
BAMA SERVICES

BAMA Services aims to empower the Indigenous people of Cape to participate in the real economy and be active agents in their own development.

Value proposition: Building people

Customer validation: “Bama has gone beyond being a social enterprise. They compete for and win work on merit.”
Bob Manning, Mayor of Cairns Regional Council.

Top 3 Successes – last 12 months:
✓ Value Delivering over $10 million of civil infrastructure works of the Qld Government.
✓ Being awarded the best Workplace Health & Safety Initiative by the Qld Government for our in house Support and Wellbeing Program
✓ Upskilling and developing each of our fulltime permanent staff in various trades proposition - building people

Meet the Social Entrepreneur:
Ranjan Rajagopal, GM
Ranjan is a qualified legal practitioner with extensive experience in the building and construction industry. He is the General Manager for Cape York Enterprises

e: rrajagopal@cyp.org.au
m: 0404 044 597
w: www.bama.net.au

BAMA Services’ Story:
https://youtu.be/hYWsaXzWZ4g
### Proposal: Civil and Construction Business Growth

<table>
<thead>
<tr>
<th>Loan Request</th>
<th>$500,000 loan – 2% over 2 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Aim</td>
<td>To assist the growth strategy by securing larger value civil and construction contracts</td>
</tr>
<tr>
<td>Business Case</td>
<td>To help support working capital requirements of larger scale contracts in the civil and construction industry.</td>
</tr>
<tr>
<td>Target Beneficiaries</td>
<td>Indigenous men and women who are long term unemployed and from disadvantaged or dysfunctional backgrounds.</td>
</tr>
<tr>
<td>Potential Impact</td>
<td>Train, upskill and provide sustainable employment for 60 people a year</td>
</tr>
<tr>
<td>Collaboration &amp; Strategic Partners</td>
<td>Downer Group, Westpac Foundation, Cairns Regional Council and Qld Department of Transport and Main Roads</td>
</tr>
</tbody>
</table>
BERTONNI

Bertonni creates meaningful employment for people experiencing or at risk of homelessness, through the design and manufacture of timeless and elegant porcelain products.

Value proposition: We create products that empower

Customer validation: Successfully raised more than $40,000 through crowdfunding as part of ING Australia’s Dreamstarter program in July 2018

Top 3 Successes – last 12 months:
✓ Accepted into and completed Brisbane City Council’s 2018 Elevate+ Social Enterprise Accelerator Program.
✓ Chosen as one of seven Australian social enterprises to take part in ING Australia’s 2018 Dreamstarter program, where we raised over $40,000
✓ Employment of two young people who have recently experienced homelessness (since July 2018)

Meet the Social Entrepreneur:
Mike Lepre, Founder

Mike is a designer and social entrepreneur who is passionate about utilising design to create social impact. Mike founded Bertonni in 2018, a social enterprise that creates meaningful employment for people experiencing or at risk of homelessness, through the design and manufacture of timeless and elegant porcelain products.

e: mike@bertonni.com.au
m: 0431 243 078
w: www.bertonni.com.au
**Proposal: Business Expansion – New Commercial Facility**

<table>
<thead>
<tr>
<th><strong>Loan Request</strong></th>
<th>$150,000 at 0-3% interest for 2 years</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project Aim</strong></td>
<td>To scale production, increase sales, and employ more people experiencing or at risk of homelessness</td>
</tr>
<tr>
<td><strong>Business Case</strong></td>
<td>Find a new commercial facility and buy equipment to scale production, and employ a production manager with ceramic production experience</td>
</tr>
<tr>
<td><strong>Target Beneficiaries</strong></td>
<td>People experiencing or at risk of homelessness, especially youth, and especially those who have difficulty finding suitable employment</td>
</tr>
<tr>
<td><strong>Potential Impact</strong></td>
<td>Train and provide sustainable employment for an extra 5 people in the next year, and an extra 20 people the following year</td>
</tr>
<tr>
<td><strong>Collaboration &amp; Strategic Partners</strong></td>
<td>PWC, QUT, Brisbane Youth Service, Epic Assist, Joining Hands, Queens Plaza</td>
</tr>
</tbody>
</table>
CAPE YORK TIMBER (CYT)

Cape York Timber is a not-for-profit, 100% indigenous-owned sawmilling company that seeks to serve as a lighthouse venture spurring active indigenous participation in soft-commodity industries.

Value proposition: CYT operates the only fully-Indigenous value chain in the Australian timber industry.

Customer validation: “The durable hardwood produced at CYT’s Cooktown Mill was a perfect fit for Cairns Regional Council’s demand for decking material under its $2.4M iconic esplanade boardwalk-upgrade.”

Top 3 Successes – last 12 months:
✓ Hiring, training, and mentoring three (3) Indigenous people at the Cooktown Mill
✓ Electing the Chair of the Lama Lama Land Trust (Yintjingga Aboriginal Corporation) to the CYT Board
✓ Securing an $850K PM&C grant for continued expansion of the Cooktown Mill (ongoing)

Meet the Social Entrepreneur:
Ranjan Rajagopal, GM
Ranjan is a qualified legal practitioner with extensive experience in the building and construction industry. He is the General Manager for Cape York Enterprises

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m: 0404 044 597

CYT’s Story:
https://drive.google.com/open?id=1oRDjTcIwgx3t1OhERZYDBu4Rwvt9B9Ap
### Proposal: CYT Mill Expansion Project

**Grant & Low-Interest Loan Request**

- $575,000 in financial assistance as a combination of grant + low-interest loan to serve expansion-led working capital needs

**Project Aim**

- CYT mill expansion project is the logical next step to growing FNQ’s first wholly-Indigenous soft commodities enterprise. The focus is providing long-term, industry-based employment to local indigenous people and to give indigenous land-holders a sustainable income from resources on their land.

**Business Case**

- The expansion will enable the mill to produce more than 10,000 cubic metres of timber per annum (roughly double the current production rate). The business is also anticipating securing a 10 log supply contract with the Qld State Government in addition to its current 5-year contract work the Lama Lama Traditional Owner Group. This would ensure an annual supply of up to 12,000 cubic metres of timber. On the demand and sales front, CYT has received a number of enquiries and requests to supply its timber for the Queens Wharf development in Brisbane. DTM Timber also have an off-take agreement to procure the Darwin Stringybark species.”

**Target Beneficiaries**

- Unemployed Indigenous youth + Indigenous land-holders + Indigenous enterprises

**Potential Impact**

- 1.8x mill throughput increase + creation of 3-5 sustainable Indigenous jobs + $100K flowing into Traditional Owner communities (base-case)

**Collaboration & Strategic Partners**

- Lama Lama Land Trust, Cape York Partnership, Department of the Prime Minister and Cabinet, DTM Timber, Bama Services

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**CAPE YORK TIMBER (CYT)**
Food Connect’s vision: A world where all Australians can access healthy, fresh, ecologically grown food that is fair to growers, makers, eaters and the planet.

Value proposition: Aggregation and distribution of ethically sourced food from local, ecological growers and food makers, applying the principles of Community Supported Agriculture. Healthy and affordable access to fresh, nutritious food that’s sourced ethically for customers.

Customer validation: “I love the food boxes! The unusual combinations and varieties are so exciting and I love being inspired to cook new recipes. It’s a whole new world of food.” John M, Wooloowin

Top 3 Successes – last 12 months:
✓ 100% home delivery growth
✓ A doubling of hospitality clientele
✓ Growth and diversification of product range

Meet the Social Entrepreneur:
Robert Pekin, Founding Director
Ex-dairy farmer Robert was forced off his dairy farm in the late 1990’s and since then has been on a mission to create a fairer food system. Food Connect Brisbane (FCB) was established by Robert in 2005 as a multi-farmer Community-Supported Agriculture (CSA) with this vision and its principles, firmly at its core. Over the succeeding years FCB has grown and thrived, showing itself to be resilient in the face of considerable challenges. Its many achievements speak for themselves:
e: Robert@foodconnectfoundation.org.au
m: 404 777 491
w: www.foodconnect.com.au
Food Connect’s Story: https://vimeo.com/172998484
## Proposal: Increased Contracts & New Delivery Vehicle

<table>
<thead>
<tr>
<th>Grant/Low Interest Loan Request</th>
<th>Procurement contracts, introduction to corporate networks, expertise and advice relating to food service industry procurement opportunities. $60,000 - Grant funding or low interest loan for a second refrigerated delivery vehicle</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Aim</td>
<td>To scale Food Connects wholesale business to create larger markets for local, ecological farmers. To employ long term unemployed people on our wholesale packing and delivery operations.</td>
</tr>
<tr>
<td>Business Case</td>
<td>To build on recent infrastructure and software improvements, and take advantage of efficiency gains</td>
</tr>
<tr>
<td>Target Beneficiaries</td>
<td>Small, family farmers in our region at risk of being excluded from the market. Long term unemployed, people experiencing mental health issues and at risk of homelessness.</td>
</tr>
</tbody>
</table>
| Potential Impact               | **Staff:** Social connection, economic independence and sustainable employment for people experiencing difficulty securing employment  
**Farmers:** Provide stable demand for local, small-scale farmers  
**Environment:** Improved soils on farm, increased biodiversity and water catchment conservation.  
**Community:** Improved nutrition and preventative health benefits for clients. Reduced food related carbon footprint |
| Collaboration & Strategic Partners | Brisbane City Council, Qld State Government |
Help Enterprises exists to enhance the lifestyle and independence of people with disability

**Value proposition:** To create a trusted and values-based social enterprise where we carefully balance the provision of quality, individualised services with long-term financial stability.

**Customer validation:** “HELP provided constructive suggestions, was co-operative and flexible during the design and construction phase of Custom Printer Trolleys, delivering quality products on time Australia Post”

David Lew, Automation Engineer Project Manager Automation Australia Post

**Top 3 Successes – last 12 months**

✓ Manufacturing over 52,000 mailboxes for our customers Australia wide
✓ Directly employing over 300 people with disability across our social enterprises
✓ Placing over 2,000 individuals who are disadvantaged or living with a disability into employment

Meet the Social Entrepreneur:

**Zachary Wright**  
**Sales Representative**  
**Commercial Operations**

Zach comes to HELP with strong experience in customer service and managing sales relationships across the mechanical, aviation and building industries. Currently, Zach supports the growth and customer relations for HELP’s Social Enterprise commercial businesses, which directly support the employment and care of people with disability.

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m: 0421 528 758  
w: www.helpenterprises.com.au

Help Enterprises’ Story:  
**Proposal: Increased Business Opportunities**

<table>
<thead>
<tr>
<th>Proposal: Increased Business Opportunities</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Business Request</strong></td>
</tr>
<tr>
<td>Support from Federal, State and Local Governments to consider social enterprises as a key source of products and services that HELP Enterprises can offer.</td>
</tr>
<tr>
<td><strong>Project Aim</strong></td>
</tr>
<tr>
<td>Increased opportunities across all of our Social Enterprises including Manufacturing, Supply Chain Services, Fison Food Factory, Oxford Park Nursery and our Property Maintenance Services across Australia</td>
</tr>
<tr>
<td><strong>Business Case</strong></td>
</tr>
<tr>
<td>To procure products and services from Help Enterprises (HELP) that will therefore increase employment opportunities for people with disability and ensure long term financial sustainability for HELP.</td>
</tr>
<tr>
<td><strong>Target Beneficiaries</strong></td>
</tr>
<tr>
<td>People with Disability</td>
</tr>
<tr>
<td><strong>Potential Impact</strong></td>
</tr>
<tr>
<td>Train and provide sustainable employment for over 400 people a year.</td>
</tr>
<tr>
<td><strong>Collaboration &amp; Strategic Partners</strong></td>
</tr>
<tr>
<td>Brisbane City Council; Australia Post/Star Track; Queensland Rail; Tamworth Regional Council; Sulo; Hutchinson Builders; Mosaic Construction; McNabb Developments</td>
</tr>
</tbody>
</table>
Value proposition: Jigsaw’s vision is a world where people with disability are fully included in the workforce.

Customer validation:
“The team from Jigsaw were really easy and pleasant to do business with. They conducted the scanning exercise with minimal interruptions to the business and their attention to detail was excellent. Having seen the work they have done I’m confident that this scanning exercise has been thorough and scanned to a high standard whilst treating all information stored electronically with utmost privacy. I would recommend them to any business looking to go digital with their information”

BEN ANDRICK Financial Ethics (BT Financial Group)

Top 3 Successes – last 12 months
✓ Winning a competitive tender to become Coca Cola Amatil’s preferred national digitisation supplier.
✓ Completing a successful digitisation pilot with BT Financial Group (Westpac) to assist their financial advisor network transition to digital. The full roll out will take us to 200 locations nationwide and provide over 200 employment opportunities to people with disability.
✓ The development of a best in class training program that supports over 100 school leavers with disability transition into employment.

Meet the Social Entrepreneur:
Paul Brown, General Manager
Paul is passionate about innovating in the employment sphere of the disability sector through the development of commercial services within the areas of document & data management. Under Paul’s leadership as General Manager, Jigsaw has grown from a simple idea to a profit-making social enterprise with 50+ corporate & government clients, whilst supporting well over 150 people with disability to prepare for & transition to mainstream employment.

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m: 0497845031
w: www.fightingchance.org.au/jigsaw

Jigsaw’s Story:
## Proposal: Scaling Business into Queensland

<table>
<thead>
<tr>
<th>Grant / Loan Request</th>
<th>$300,000 (plus $120k bank guarantee) Grant or Loan</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Aim</td>
<td>To replicate Jigsaw’s proven business model to QLD.</td>
</tr>
<tr>
<td>Business Case</td>
<td>To establish a 1,000 m² work hub in QLD. Fitted with all required technology and equipment, the hub will provide leading document and data management services to corporate and government businesses in Australia whilst creating training and award employment opportunities to over 150 people with disability.</td>
</tr>
<tr>
<td>Target Beneficiaries</td>
<td>People with disability.</td>
</tr>
<tr>
<td>Potential Impact</td>
<td>To provide training and award wage employment opportunities to over 150 people with disability.</td>
</tr>
<tr>
<td>Collaboration &amp; Strategic Partners</td>
<td>Corporate and government procurement partners</td>
</tr>
</tbody>
</table>
HOPE STREET CAFES
MICAH PROJECTS LTD

Hope Street Cafes aim is to enable greater social and economic inclusion within local community through a café and an industry based training hub providing training in a real working environment.

**Value proposition:** Increased Personal Wellbeing, Economic and Community Participation and Employment.

**Customer validation:**
“Story of Hope Street Café” – successful crowd funding campaign.

**Top 3 Successes – last 12 months**

✓ Employment for eight staff, 38 individuals completed training, 20 Employment outcomes through SQW funding-continued into 2019
✓ We have sustained Hope Street Café and seen major refurbishment at Hope on Boundary and continue to develop and grow our catering and events business
✓ Hope Street Café has helped to break social isolation by hosting over 137 events averaging 18 participants per event in the last 12 months.

Meet the Social Entrepreneur:
Annette Gillespie, Project Worker Social Enterprise Co-ordinator:
Annette has 28 years of hospitality business and training experience, she is project co-ordinator for Hope St Cafes’ Skilling Queenslanders for Work program, creating industry partnerships and employment opportunities. She also assists with the administration and expansion of the Hope St social enterprise.

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m: 0439 405 565
w: www.hopestreetcafe.com.au

Hope Street Cafes’ Story:
https://www.youtube.com/watch?v=NqGPGcOsEHc
https://www.youtube.com/watch?v=44b5KdN3j3o
Proposal: Increased Catering & Events Business

Grant Request
- One-off Grant $65,000
- To hire a part-time catering delivery driver, $35k pa
- To hire short-term commercial catering space for overflow or larger events and a portable cold room hire for overflow, $30k pa

Project Aim
- To build capacity in our catering and events operations therefore increasing training and engagement opportunities for individuals with barriers to employment and social isolation.

Business Case
- To purchase equipment and/or hire kitchen space and expertise required to scale up catering and events operations.

Target Beneficiaries
- Mothers returning to the workforce, long-term unemployed and older job seekers, people experiencing mental health issues and at risk of homelessness or formerly homeless.

Potential Impact
- Provide training, education, pathways to employment, economic participation and meaningful engagement and social inclusion.

Collaboration & Strategic Partners
- Ian Potter Foundation, The Mercy Foundation, TAFE Brisbane Queensland,
NUNDAH COMMUNITY ENTERPRISES COOPERATIVE

NCEC’s aim is to create meaningful employment for people with intellectual disability and mental health issues and to share their model of community economics.

Value proposition: The creation of long term meaningful long-term employment where well-funded systems had failed

Customer validation: “Thank you Espresso Train for a beautifully catered afternoon tea for our son and daughter in law’s wedding. Over 200 happy guests with an impressive spread of delicious food. Fantastic service.” Carol via Facebook

Top 3 Successes – last 12 months:
✓ Espresso Trian Café trade is booming having increased by 1/3 YTD 2018
✓ New Social Procurement contracts have doubled size of mowing division and related social impact
✓ Café featured in State-wide Qld Government Disability Action Week (DAW) Campaign

Meet the Social Entrepreneur:
Richard Warner, Coordinator
Richard is Social Worker and Community Development practitioner with experience in Cooperative and Social Enterprise formation experienced in working with people with disability as well as people from CALD and refugee backgrounds. He is passionate about social-change which sees those who are disadvantaged achieving a role, a stake & a fair share in the ownership of wealth.

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w: www.ncec.com.au

NCEC’s Story:
https://www.youtube.com/watch?v=ceavV971kq4
## Proposal: Business Expansion – 2 new QLD Communities

<table>
<thead>
<tr>
<th>Grant Request</th>
<th>$230,000</th>
</tr>
</thead>
</table>

### Project Aim
- To successfully share /(transplant) our community enterprise / Cooperative model within two disadvantaged communities in Queensland
- The aim of this project is to scale our success not vertically but horizontally.

### Business Case
- To hire skilled community development worker and educator/writer to design and deliver training material within 2 identified communities.
- To provide a support worker to engage in some initial training of individuals in those communities in business and job opportunities identified.
- To develop pool of skilled pro-bono and volunteer support to assist in project delivery.

### Target Beneficiaries
Communities facing significant systemic barriers to employment who have not been helped by other systems and remain long term unemployed

### Potential Impact
Providing sustainable employment for 60 individuals and potential ‘ripple effects’ of their success leading to many hundreds and potentially thousands of individuals helped.

### Collaboration & Strategic Partners
- Queensland Social Enterprise Council (QSEC)
- Queensland Council for Social Service (QCOS)
- Business Council of Cooperatives and Mutuals (BCCM)
- QUT School of Public Health and Social Work
- Clayton Utz, also pro-bono accountancy as yet unidentified.
REFUGEE TALENT

Refugee & Migrant Talent is a social enterprise and online employment platform which matches up refugees and migrants looking for work with companies offering job opportunities.

Value proposition: Employment platform where companies can hire highly skilled diverse talent.

Customer validation: More than 500 companies across Australia are working with us from government departments, corporates, small to medium businesses and start-ups.

Top 3 Successes – last 12 months:
✓ 15 placements with John Holland on West Gate Tunnel Project
✓ Expanded into NZ with our partners HOST International https://refugeetalent.co.nz/
✓ Working on International Refugee Recruitment Pilot with our partners Talent Beyond Boundaries of 10 visa places with companies such as Deloitte, Ernst & Young, Accenture, Telstra, Westpac, John Holland, Harvey Beef, Minderoo, IRESS and Microsoft.

Meet the Social Entrepreneur:
Anna Robson, Co-Founder & CEO
Anna has a Bachelor in Sports Coaching/Bachelor in Sports Management. She previously worked in the Nauru detention centre for Save the Children and has worked for Queensland Police Service and the Canberra Raiders. Anna and Nirary Dacho (Co-Founder & Chief Technology Officer) at the Sydney Techfugee Hackathon in November 2015 and joined together to solve the problem of refugees struggling to get their first local work experience in their new country.

e: annarobson@refugeetalent.com
m: 0417 700 505
w: www.refugeetalent.com

Refugee Talent’s Story:
**Proposal: Scaling Business Model**

<table>
<thead>
<tr>
<th>Equity</th>
<th>Investment $60K</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Aim</td>
<td>To help support RT in its next phase of growth</td>
</tr>
<tr>
<td>Business Case</td>
<td>Fund working capital of labour hire expenses and staff salaries</td>
</tr>
<tr>
<td>Target Beneficiaries</td>
<td>Refugees and migrants either unemployed or underemployed</td>
</tr>
<tr>
<td>Potential Impact</td>
<td>Social impact with more than 100 job placements</td>
</tr>
<tr>
<td>Collaboration &amp; Strategic Partners</td>
<td>Talent Beyond Boundaries, HOST International</td>
</tr>
</tbody>
</table>
COMMUNITY RESOURCES T/A
SOFT LANDING MATTRESS RECYCLING

Community Resources run social enterprises and services to help people experiencing disadvantage to develop social and economic livelihoods for themselves.

Value proposition: Create jobs that make our communities better

Customer validation: Stakeholder and consumer surveys identifying four key areas of Soft Landing’s service, recycling end of life mattresses: convenience, cost, environment and social benefit.

Top 3 Successes – last 12 months:
✓ Employment of 435 people, of which 300 are community members experiencing disadvantage
✓ Provision of 11,290 learning hours to our employees including traineeships, training programs, conferences and industry workshops
✓ Obtained Supply Nation membership - as an Aboriginal controlled organisation with over 50% Aboriginal Board and membership.

Meet the Social Entrepreneur:
Evan Cocks, General Manager
Evan possesses qualifications in WH&S and Social Impact. In Western Australia, Evan was able to facilitate the growth and consolidation of the Soft Landing social enterprise to achieve long term profitability within its first 3 years and create employment for over 15 individuals experiencing disadvantage. Evan is currently acting GM for Soft Landing.

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m: 0417391731
w: www.softlanding.com.au

**Proposal: Scaling Business into Queensland**

| Grant or Loan Request | $350,000 further funding or loan
<table>
<thead>
<tr>
<th></th>
<th>Low or no cost premises</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Aim</td>
<td>To replicate business model and create employment opportunities for people experiencing disadvantage in one of three QLD locations</td>
</tr>
<tr>
<td>Business Case</td>
<td>To secure premises and waste supply to offset expenditure/generate sufficient income to fund business operations</td>
</tr>
<tr>
<td>Target Beneficiaries</td>
<td>Aboriginal people, long term unemployed, and others experiencing disadvantage</td>
</tr>
<tr>
<td>Potential Impact</td>
<td>25 training and employment positions established in QLD by Dec 2020</td>
</tr>
<tr>
<td>Collaboration &amp; Strategic Partners</td>
<td>Noosa Council, other local councils, Ikea, Minter Ellison</td>
</tr>
</tbody>
</table>
THE GARDENS CLUB

The Gardens Club aims to run a sustainable and successful social business with the purpose of raising revenue for the Wise Foundation. All profits support Wise Foundation initiatives that create positive change through creative social enterprise models.

Value proposition:  Strengthening communities through assisting the creation of innovative economic models.

Customer validation: “From our first visit to The Gardens Club, we knew that it was the perfect venue for the intimate wedding that we envisioned. And on the day, our vision became a reality! The Gardens Club was absolutely beautiful and we were even blessed with such great weather! From the bottom of our hearts, thank you so, so much Loren, Jeremiah and the rest of the amazing Gardens Club team! You have been so easy to communicate with and you were always on top of deadlines especially on the lead up to our wedding day. We appreciate all that you did to organising everything so that we didn't have to worry about anything on the day.
Jenn Lord Wedding 08/04/18

Top 3 Successes – last 12 months:
✓ Developing the previously defunct Curators Cottage into a thriving café, event location and community space.
✓ Providing employment opportunities and training for a number of individuals from refugee and asylum seeker backgrounds. One particular past employee, with no hospitality experience, gained the necessary skills and knowledge at The Gardens Club to move into a management role with another hospitality venue.
✓ Hosting 30+ weddings per year - providing couples with the opportunity to have their wedding in a beautiful heritage venue amongst the amazing surrounds of the Brisbane City Botanical Gardens. Nuptials are aware that they are contributing to community by having their wedding at The Gardens Club.

Meet the Social Entrepreneur:
Jeremiah Stewart, Business Manager

Jeremiah has 20 years’ experience in all aspects of the Hospitality Industry. Throughout this time he has seen the positive effect the industry can have on the social confidence of young people and individuals from marginalised groups in the community. Jeremiah is passionate in his role with The Gardens Club and honoured to represent the Wise Foundation.

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m: 0499 013 188
# Proposal: Business Model Expansion

## Grant Request
Grant funding of up to $65,000pa to assist with a part-time development officer, subsidise participant wages and their training programs. Along with uniforms, training materials and other appropriate work safe clothing for each participant.

## Project Aim
To develop the Wise Foundation’s Barista Program at The Gardens Club in Brisbane

## Business Case
To provide structured, on-the-job training and experience for individuals facing barriers to employment.

## Target Beneficiaries
Individuals from refugee and asylum seeker backgrounds or others facing barriers to employment.

## Potential Impact
To assist in the inclusion and education of up to eight individuals per year through work experience and training. Well trained baristas and food service attendants are in constant demand throughout Brisbane and The South-East. Meaning excellent opportunities for further employment for participants exiting the program.

## Collaboration & Strategic Partners
Brisbane City Council, Wise Foundation
THE MULBERRY PROJECT

The Mulberry Project transforms lives and land from scarcity to abundance by developing market gardens to create training and employment opportunities for disadvantaged communities.

Value proposition: Social and Economic Inclusion through Fair Food

Customer validation: “Because we can grow and eat many different types of our food now, we feel like we are at home, and we feel free.”
Schadrach Masabah, SBS Food, 1 Mar 2017

Top 3 Successes – last 12 months:

✓ Securing 16 acres of land to develop over two sites with land partners the Anglican Diocese of Southern QLD (Allora) and Mercy Community (Toowoomba)

✓ 3 Mulberry Project members hired in full-time employment and 3 members completed Certificate II Horticulture (Toowoomba Clubhouse) and Certificate II Hospitality (Cedar Centre)

✓ Successful $35,000 GCBF grant for irrigation infrastructure at Allora site

Meet the Social Entrepreneur:

Louise Noble, Founder & Lead Organiser

Louise is a social entrepreneur with a background in architecture, urban design and academia. In October 2016, she and Schadrach Msabah founded The Mulberry Project which transforms underutilised farmland into market gardens to create pathways to meaningful employment in the farming and food sectors for disadvantaged communities, particularly former refugees.

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m: 0415 974 313
f: www.facebook.com/themulberryproject.qld/

The Mulberry Project’s Story:
https://www.youtube.com/watch?v=6YF_xTHAPqk&feature=youtu.be&t=345
https://www.facebook.com/WINNewsToowoomba/videos/vb.209825109053471/1789664521069514/?type=2&theater
## Proposal: Infrastructure Funding

<table>
<thead>
<tr>
<th>Grant Request</th>
<th>$500,000 combined over two sites to become fully operational. Direct funding (infrastructure) and in-kind support (staff/transport)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project Aim</strong></td>
<td>To secure funding for critical infrastructure and operations to develop farm training hubs in Toowoomba and Allora.</td>
</tr>
<tr>
<td><strong>Business Case</strong></td>
<td>To fund critical infrastructure (irrigation, machinery, transport, staff) for the establishment of facilities and program. Key management positions will require funding to enable this upscale from our 2017 pilot farm.</td>
</tr>
<tr>
<td><strong>Target Beneficiaries</strong></td>
<td>Asylum seekers and former refugees, persons with a lived experience of mental illness, youth at risk.</td>
</tr>
<tr>
<td><strong>Potential Impact</strong></td>
<td>2019-2020 - Train 24 individuals/year, FTE placement 24 individuals, net FTE 10 people, job skills pathways for 50 individuals</td>
</tr>
<tr>
<td><strong>Collaboration &amp; Strategic Partners</strong></td>
<td>Mercy Community, Anglican Diocese Southern QLD, QLD Agricultural Workforce Network QAWN, Growcom, FarmReady HUB, University of Southern QLD, Toowoomba Regional Council, Southern Downs Regional Council, Skilling Queenslanders for Work, TAFE QLD, Toowoomba Clubhouse, Cedar Centre.</td>
</tr>
</tbody>
</table>
VANGUARD LAUNDRY SERVICES

Vanguard Laundry aims to reengage long term unemployed people, with a lived experience of mental illness, by giving them work in a self-sustaining commercial laundry business.

Value proposition: A state-of-the-art commercial laundry that changes lives.

Customer validation: “Great efficiency in delivering a quality product every time. The team have been great with communication and open with all aspects regarding our business dealings.” – Troy Kedding, Spotless

Top 3 Successes – last 12 months:
✓ 10 staff transitioned into mainstream employment
✓ 98% increase in the amount of laundry processed, 50% increase in the number of customers serviced, and 22% increase in productivity
✓ 42 long term unemployed people, with a lived experience of mental illness, have been employed

Meet the Social Entrepreneur:
Harry Sillett, Careers Officer
Harry coordinates Vanguard’s Careers Centre, employing people with a lived experience of mental illness and managing them through to their transition into the open job market. Harry is an experienced HR professional with a strong background in community projects in the Toowoomba region.

e: harry@vanguardlaundry.com.au
m: 0435 821 759

Vanguard Laundry Services’ Story: http://www.abc.net.au/7.30/the-laundromat-giving-people-a-new-lease-on-life/10357430
https://www.youtube.com/watch?v=UctyHLDd04
### Proposal: Scaling Business 3 new Australian Locations

<table>
<thead>
<tr>
<th>Loan Request</th>
<th>$500,000 Loan – 2% over 10 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Aim</td>
<td>To replicate business model in three locations throughout Australia</td>
</tr>
<tr>
<td>Business Case</td>
<td>To purchase equipment and expertise required for establishment of facilities and program</td>
</tr>
<tr>
<td>Target Beneficiaries</td>
<td>Youth, Long term unemployed, people experiencing mental health issues and at risk of homelessness</td>
</tr>
<tr>
<td>Potential Impact</td>
<td>Train and provide sustainable employment for 250 people a year</td>
</tr>
<tr>
<td>Collaboration &amp; Strategic Partners</td>
<td>Minter Ellison, Westpac, AMP, Social Ventures Australia</td>
</tr>
</tbody>
</table>
WELCOME 360

Welcome 360 is a filming service for businesses and organisations who need educational and promotional videos. These videos fund 360 film projects for social inclusion.

Value proposition: We provide users with a realistic and immersive VR experience

Customer validation: We have partnered with health and community services and have been described as a “game changer for our clients from around the globe.”

Top 3 Successes – last 12 months:
✓ Member of the Elevate+ social enterprise accelerator program
✓ Presented to the Young Social Entrepreneurs in ASEAN and Australia
✓ Partnered with SANDBAG Sandgate for the Advancing Queensland: An Age-Friendly Community Grants program to film ten videos for social inclusion of seniors in the 4017 postcode using immersive video

Meet the Social Entrepreneur:
Amanda Alexander, Founder & Film Producer
Amanda is a film producer improving adult education and cross-cultural training with immersive technology. With an academic background in business and security matters, Amanda has worked internationally with humanitarian organisations, universities and tech companies. In 2017, Amanda was listed as an Emerging Scholar of the International Association of Genocide Scholars.

e: amanda@welcome360.tech
m: 0439 245 571
w: www.welcome360.tech
Proposal: Partnership Opportunity

Partnership opportunity

Film an innovative 360 video up to 4 minutes long to promote your programs, products or services; connect with new users and customers for $2,500 per video.

Project Aim

To showcase socially inclusive Queensland Government programs, businesses and organisations through 360 videos.

Business Case

360 videos are a fun, easy way to improve memory retention. Unlike traditional videos, 360 technology is being used in therapeutic settings to provide users with a realistic, immersive experience.

Target Beneficiaries

Socially excluded groups, such as refugees, migrants, seniors, disadvantaged youth.

Potential Impact

As well as creating videos for social inclusion, for each ten videos filmed, Welcome 360 will donate one video related to social inclusion and integration to a local organisation.

Collaboration & Strategic Partners

Government, local businesses, non-profits, educational providers.
WORK RESTART

WorkRestart aims to re-start the lives of people who have an experience of incarceration, reducing the rate of re-offending and helping to build a safer community. We do this by providing pathways for prisoners to experience real-world jobs and improve their chances of securing stable employment on release.

Value proposition: Restarting lives and reducing the 1.25 billion p.a. spent on people who reoffend.

Customer validation: Steve, a panel beater who was getting close to 30yrs, worked with us in the Grid – Entrepreneurial Hub in industrial sewing – a job he had never considered before. On release, Steve secured the job. He was able to retrain and develop the self confidence and motivation to make the changes he needed in his life. Steve remains employed and positively contributing to his local community.

Top 3 Successes – last 12 months:

✓ Currently zero reoffending rate for people involved in our social enterprises inside the prison.
✓ Introduction of skills and real-world work experience to incarcerated people in areas they would not have had the opportunity to work in before e.g. digital industries.
✓ Successfully raised seed funding and started Australia’s first entrepreneurial hub / training program in a prison.

Meet the Social Entrepreneur:
Helen Black, CEO

Helen is a passionate advocate of ‘second chances’ and breaking the cycle of incarceration. With experience in blending entrepreneurialism with the greater good, Helen’s initiatives include the first digital and entrepreneurial hub within a prison in Australia.

e: hb@workrestart.com.au
m: 0468 355 881
w: www.workrestart.com.au
**Proposal:** Entrepreneur Kickstart Assistance

<table>
<thead>
<tr>
<th>Grant &amp; In-kind Services Request</th>
<th>$120,000 Grant for entrepreneur kickstart assistance. Business mentors (business owners) and research assistants (business students / criminology students) to assist with the market validation.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Aim</td>
<td>To assist ex-offenders who have a solid business idea / concept to start their own business on release.</td>
</tr>
<tr>
<td>Business Case</td>
<td>To provide kick start grants of $5 to $10k to assist with business start up costs for up to 15 people who have been incarcerated. Funds will help to cover specific training required, basic equipment, accounting and marketing assistance. If the business was successful, we would encourage the repayment of the seed funding thus helping other businesses get started. We would also expect them to hire other prisoners where possible.</td>
</tr>
<tr>
<td>Target Beneficiaries</td>
<td>Formally incarcerated individuals who are at risk of long term unemployment.</td>
</tr>
<tr>
<td>Potential Impact</td>
<td>Provide targeted seed funding for up to 15 businesses. Potential to employ other people who have been incarcerated and contribute to the local economy. Similar enterprises overseas have</td>
</tr>
<tr>
<td>Collaboration &amp; Strategic Partners</td>
<td>To be identified</td>
</tr>
</tbody>
</table>
WORLD WELLNESS GROUP

World Wellness Group’s vision is to build health equity. Their mission is to deliver, model and influence health services to create an inclusive and just health system.

Value proposition: Choose World Wellness Group as your healthcare provider and automatically give back to the community

Customer validation:
“The people here are warm and welcoming. I’m currently going here almost every day for a post-surgery daily dressing and it’s great going in and seeing happy faces to start my day (as opposed to what I’m normally used to in health clinics)!”

Top 3 Successes – last 12 months:
✓ Successful fundraising campaign for move to larger premises (due to overwhelming demand for services) via high profile comedy relief event. We moved 5 months later in space double the size with the funds raised and an army of volunteers. We did this independently and have no organisational debt as a result of our scale-up.
✓ Provision of $150K+ worth of pro-bono healthcare to people seeking asylum – a 25% increase on previous year.
✓ Breaking even financially - turnover surpassed $1 million for the first time since WWG establishment in 2012.

Meet the Social Entrepreneur:
Rita Prasad-Ildes
Director & Co-Founder
Rita is a multicultural health expert with over 30 years experience in a range of NGO, public and private sector roles and founded WWG to tackle deeply entrenched health inequities. Following a crowd funding campaign WWG established the World Wellness Health and Medical Clinic in Stones Corner Brisbane.

e: rita.prasad-ildes@worldwellnessgroup.org.au
m: 0414 538 207
w: www.workrestart.com.au
## Proposal: Transformative Approach to Preventative Health in Australia

<table>
<thead>
<tr>
<th>Grant</th>
<th>$400,000 grant over 2 year period</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Aim</td>
<td>To implement a systems-level change process that untangles and addresses the complex web of lifestyle factors, social determinants and systems effects with a focus on chronic disease in Qld.</td>
</tr>
<tr>
<td>Business Case</td>
<td>World Wellness Group in partnership with One Health Organisation and Asthma Australia is engaging vulnerable communities to map, co-design and co-deliver effective systems-thinking informed preventative interventions using a place-based, collaborative impact approach and focusing on the most vulnerable people. The funds will support us to deliver interventions developed from citizen-centred systems maps. This has never been done before in Queensland but there is a growing evidence basis on the efficacy of this approach.</td>
</tr>
<tr>
<td>Target Beneficiaries</td>
<td>Vulnerable people in Qld with chronic disease</td>
</tr>
<tr>
<td>Potential Impact</td>
<td>If successful, this pilot could transform the way Australia does preventive health.</td>
</tr>
<tr>
<td>Collaboration &amp; Strategic Partners</td>
<td>One Health Organisation, Asthma Australia Qld Health, Preventive Health Directorate</td>
</tr>
</tbody>
</table>
ImpaQt™ is a funded entity of the QUT Bluebox Pty Ltd ecosystem. We bridge the gap between the supply and demand sides of the social impact market so that barriers to impact are minimised and deal flow is increased.

We provide opportunities, resources and networks to channel for-purpose capital into innovative organisations and projects that seek to make a significant, measurable social and environmental impact on Queensland and other societies.

For more information :  https://www.qutbluebox.com.au/impaqt