



UNIVERSITY OF SYDNEY

2017/18 ANNUAL REPORT

“Change in the making”

BRIDGE

VISION: To **empower young adults** by providing them with hands-on work experience within community organisations.

HOW? Bridge provides a platform for **connecting young adults** to volunteer **opportunities within the communities** that need it most, where they can develop their **professional and soft skills**.



THE NEED:

- Young adults need volunteering experiences to successfully seek jobs, in a highly competitive market.
- Many organisations struggle to find volunteers through channels that mainstream institutions take for granted

TARGET AUDIENCE:

- **Young adults** (high school leavers, university students, recent graduates) especially those disadvantaged socially, academically, or economically
- **Community organisations** often overlooked by society

OUR APPROACH

INITIATION:

Participants receive a mentor and are briefed prior to their placement.

COMMUNITY PLACEMENT:

Participants develop soft skills through community placement with our partners.

EMPLOYABILITY WORKSHOP:

At the conclusion of the program, each participant is invited to the concluding session and employability workshop.

SUSTAINABILITY:

Bridge operates with 90% margins, and high scalability prospects (many partners in the pipeline).

CONSIDERATIONS:



Social: Non-profit and charitable organisations struggle to operate without the volunteer support, thus **disadvantaging those marginalised communities**.



Economic: Non-profit and charitable organisations may struggle to afford paid employees. Young adults from **low socioeconomic backgrounds** tend to have a lower lifetime income due to **lesser opportunities**

LIVELIHOOD OUTCOMES (FY2018):

Financial:

- **\$170** program fees from pilot
- **\$510** worth of resume workshops
- **\$3,408** worth of labour

Social:

- **4** community, and **2** commercial partners

Human:

- **17** young adults directly empowered with entrepreneurial and soft skills
- **180** community hours provided
- **410** members of Greenway directly impacted
- **550** social media impressions

THE FUTURE:

Greater empowerment:

expand to 200 young adults with 15 programs by 2019

Expand our reach: run our programs with 5 new partners, across Sydney

THE DIRTY PROJECT

VISION: To tackle the **environmental issues** associated with coffee waste, whilst **empowering** disadvantaged youths of our community.

HOW? The Dirty Project **up-cycles** spent coffee grounds into **value-added products** like exfoliating body scrubs whilst engaging with **community members** throughout the production chain.



THE NEED:

- Coffee is a nutrient-rich product, with 3000 tonnes of waste created by Sydney alone, of which **93%** ends in landfill.
- Disenfranchised youths face significant barriers to employment due to **cyclical disadvantage**

TARGET AUDIENCE:

- Our communities, especially with rising trends in beauty and grooming products, whom we seek to educate about the environment

OUR APPROACH

PRODUCT DEVELOPMENT:

The product is refined based on consumer feedback, and development is aided by academic consultation.

SALES AND MARKETING:

marketing is conducted mainly through social media and flyering. Early sales have been achieved through pop-up stalls on campus.

SUSTAINABILITY:

through our partnership with university cafes, we have a sustainable supply of coffee grind

CONSIDERATIONS:



Environmental: coffee grind waste can be given a **second life** before entering the landfill as waste.



Social: Disadvantaged youth have **lower confidence, self-determination, and lack a supportive network** to plan and improve

LIVELIHOOD OUTCOMES (FY2018):

Financial:

- **\$156** revenue from two pilot stalls
- **\$864** worth of coffee saved

Social:

- **4** University of Sydney Union cafe partners
- **140** community members connected with our product
- **2294** social media impressions



THE FUTURE:

- Start selling the coffee scrubs through cafes, and achieve revenue of **\$2000** by 2019
- Expand **range of products** beyond body scrubs - produce 20kg of coffee product per fortnight
- **Engage members of the community** within the production chain

ROOMME

VISION: To connect empty nesting homeowners with student rent-seekers, providing mutual benefit through **social connections** and **economic benefits**.

HOW? RoomMe provides a platform for those with available rooms to list their properties to those seeking affordable housing.

THE NEED:

- **Elderly homeowners** at potential risk of **elderly isolation**
- **Students** struggle to find looking for affordable housing



PLATFORM:

We provide a platform for parties to list/search for properties, followed by a matching process

MATCHING PROCESS:

We run background checks for all parties, and then facilitate an in-person meeting where the homeowners can decide whether they would like to accept the prospective tenant.

FEES AND POST-MATCH MANAGEMENT:

If a match is successful, RoomMe takes a matching fee from the first week's rent, and regularly checks in with both parties to ensure a fair relationship.

CONSIDERATIONS:



Social: Elderly Australians face high risk of **social isolation**; medical conditions further increase the risk of mental health issues.



Economic: Expensive accommodation in Sydney causes many students to **struggle financially**.

LIVELIHOOD OUTCOMES (FY2018):

- **Human:** Current **engagements:** Generation Accommodation (Ireland), Life Assist (Uniting), and Southcare Australia for knowledge sharing
- **Social:** **30 students** surveyed to assess viability of the program and probe initial demand; Consulted with staff at **local community centres** for ageing Australians to get even more expert opinions on key challenges and stakeholder wants and needs

THE FUTURE:

- Continue to build out the various aspects, especially legal and regulatory framework
- Develop a structured approach for marketing the program
- Design a process to monitor/improve homeshare arrangements set up through RoomMe

CULINARY TALES

VISION: To improve the well-being and livelihoods of refugees by improving **employability, skills and integration** into the larger Australian community.

HOW? Culinary Tales offers refugees opportunities to gain **work experience** and **social connectedness** by running cooking classes, showcasing their unique cuisines and culture.

THE NEED:

Australian refugees have great difficulty finding employment with a **23%** unemployment rate and very low participation rates of **42%**.

TARGET AUDIENCE:

Refugees: 18+, of all nationalities, with culinary talent.

General public: Community classes offered at Lane Cove, Bondi, the Inner West; and at student accommodation.

Schools: Classes taught as incursions, or through partnership with Kids Giving Back; promoting multiculturalism.

Corporations: corporate cooking classes offering team bonding combined with CSR; previous clients include CBA, Mirvac.

CONSIDERATIONS:



Social: Refugees frequently face social isolation and stigmatisation, compounded by language barriers and low confidence.



Economic: Although skilled, some refugees struggle to find employment, due to lack of work experience or recognition of their qualifications. This contributes to lower living standards and discrimination.



Environmental: we mitigate food wastage by delivering leftover food to the Asylum Seekers Centre or the homeless.



LIVELIHOOD OUTCOMES (FY2018):

Financial: **\$6,760** revenue from classes; **\$3,268** in wages to refugees

Human:

- 1 chef achieved independent culinary success
- 361 customers impacted

Social:

- 50+ members support network for refugees
- 12 potential refugee chefs attended a chef information session this year
- Ongoing partnerships with Australian Asylum Seeker Centre, Lane Cove Council and Inner West Council
- Collaboration with Kids Giving Back, Our Big Kitchen, Parliament on King
- New sales channel with Airbnb Experiences

ENTREPRENEURIAL ACTION:

Refugees build entrepreneurial skills and can take charge of their career and financial situation. Some refugees have started their own catering business, while others have marketed their food products through our classes.

TRAINING:

Onboarding new refugee chefs with communication and class management development were this year run by our more established chefs. This has seen a stronger sense of community felt amongst our refugee chefs.

PRODUCT INNOVATION:

Diversify our offering through specialty cuisine and dinner, dessert, lunch classes to increase our audience.

SUSTAINABILITY:

Culinary Tales has run for **6 years**, and will continue to improve its sustainability by diversifying income streams and forming new community partnerships.

THE FUTURE:

- Continual expansion across NSW
- Onboard more refugee chefs, transitioning ownership of Culinary Tales, **achieving sustainability and independence from Enactus**

TEAM SUMMARY

KEY TEAM STATISTICS

38 ACTIVE MEMBERS
2,750 HOURS WORKED
979 PEOPLE IMPACTED
\$10,766 TOTAL REVENUE

SOCIAL IMPACT

Present Value Training
and Employment \$AUD

Culinary Tales	10,408
Dirty Project	1,020
Bridge	4,088
Total Social Revenue	15,516

*Social revenue is a quantification (where possible) of the social impact our projects have made

OUR PAST PROJECTS



MUDANSA

FINANCIAL REPORT 2017/18

Income \$AUD

Grants	3,680
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Projects

Culinary Tales	6,760
Dirty Project	156
Bridge	170
RoomMe	0

Total Revenue 10,766

Expenses

Team Expenses	120
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Projects

Culinary Tales	9,076
Dirty Project	414
Bridge	10
RoomMe	0

Total Expenses 9,620

Total Profit 1,147

“ We see **opportunity** and turn it into **value**.
We understand the **capacity of business**
to create **meaningful** and **lasting change**. ”

BUSINESS ADVISORY BOARD

Andrew Lee, Simone Boski, James Meade, Camilla Chau, Cherry Dinh, Petrus Swemmer, Cameron Barnes, Heather Robson, Isabella Edinger-Reeve, Daniel Cummins, Ahsan Gafoor, Nageen Ahmed, Clare McArdle, Stephen Warner

OUR PARTNERS AND SPONSORS



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