



## FINANCE.

OPENING BALANCE	\$19,282.89
REVENUE	
One Off Shop G20 Event	\$605.00
Many Ways Forward Stall	\$333.00
Grants	\$220.00
TOTAL REVENUE	\$1,158.00
EXPENSES	
Training	\$96.88
Competition	\$7,885.00
Website	\$180.72
Merchandise	\$465.14
TOTAL EXPENSES	\$8,627.74
CLOSING BALANCE	\$11,813.15

## BUSINESS ADVISORY BOARD.



















Queensland University  
of Technology

## 2015 ANNUAL REPORT

92,153 **MEDIA** REACHED.  
211 PEOPLE **IMPACTED**.  
2,892 TEAM **HOURS**.  
18 TEAM MEMBERS.  
13 BAB MEMBERS.  
2 PROJECTS.



DISCOVER.			MANY WAYS FORWARD.		
SEEING OPPORTUNITY	PROBLEM.	<ul style="list-style-type: none"> <li>Female migrant business owners struggling to cope in the Australian business environment.</li> <li>Disconnected business community.</li> </ul>	TAKING ACTION	<ul style="list-style-type: none"> <li>Chronically homeless individuals suffering from long-term unemployment.</li> <li>Overburdened community support programs.</li> </ul>	ENACTUS QUT BUSINESS MODEL
	OPPORTUNITY.	<ul style="list-style-type: none"> <li>Mentoring program to empower business owners to maximise potential, in addition to establishing a supportive regional Business Network.</li> </ul>		<ul style="list-style-type: none"> <li>Self-sustaining education package designed to empower individuals to take control of their own learning and actively seek success.</li> </ul>	
ENABLING PROGRESS	ENTREPRENEURIAL ACTION.	<p><b>MENTORING</b></p> <ul style="list-style-type: none"> <li>Working collaboratively with female migrant business owners through a 5 step process:               <ol style="list-style-type: none"> <li>SWOT and Competitor Analysis</li> <li>Strategic Business Plan</li> <li>Identification of Opportunities</li> <li>Implementation</li> <li>Evaluation</li> </ol> </li> </ul> <p><b>NETWORK</b></p> <ul style="list-style-type: none"> <li>Discover Connect business networking sessions, purposefully driving increased social integration, mentee engagement and dissemination of knowledge.</li> </ul> <p><b>COMMUNITY</b></p> <ul style="list-style-type: none"> <li>Achieving scale by mentoring Brisbane community organisations to enhance their capacity to support regional community development.</li> </ul>	BUSINESS MODELS	<p><b>EDUCATE</b></p> <ul style="list-style-type: none"> <li>Delivery of educational modules incorporating research, participant input and simulation exercises to actively upskill participants to achieve employment. Topics include interview skills, financial management and sales tactics. Participants receive a Certificate of Completion at course conclusion.</li> </ul> <p><b>EXPERIENCE</b></p> <ul style="list-style-type: none"> <li>Participants manage a real market stall to experientially develop customer service, money handling and marketing skills. Revenue is distributed in a 50/50 split, ensuring that the project is funded and sustainable.</li> </ul> <p><b>EXPERT</b></p> <ul style="list-style-type: none"> <li>Certified participants become Many Ways Forward ambassadors who share their experiences, encourage fellow peers and further facilitate the program.</li> </ul>	DISCOVER BUSINESS MODEL
	EFFECTIVE EMPOWERMENT.	<ul style="list-style-type: none"> <li>Confidence to implement new-found skills independently and fulfil the necessary Australian operational business requirements.</li> <li>Self-determination to seek innovative business opportunities and growth</li> <li>Ability to diagnose and troubleshoot independently in a fluctuating business environment.</li> <li>Participants become facilitators of future Discover Connect network events sharing concepts of best practice on a monthly basis.</li> </ul>		<ul style="list-style-type: none"> <li>Life skills and practical knowledge necessary to achieve employment through the Many Ways Forward package.</li> <li>Confidence to obtain employment and become self-dependant.</li> <li>Leadership as Many Ways Forward Ambassadors will lead the future of the course.</li> <li>Community partner Common Ground to be endowed with the education modules and given delivery training by the end of 2015.</li> </ul>	
OUTCOMES AND OUTPUTS	ECONOMIC, SOCIAL, ENVIRONMENTAL FACTORS.	<p><b>ECONOMIC</b></p> <ul style="list-style-type: none"> <li>Increased clientele and customer relationship management</li> <li>Improved financial sustainability</li> <li>Higher profitability and trade to the region</li> <li>Empowered entrepreneurs in accessing new jobs</li> </ul> <p><b>SOCIAL</b></p> <ul style="list-style-type: none"> <li>Expanded professional networks for business owners</li> <li>Increased confidence to manage risk in the business community</li> <li>Enhanced understanding of individual strengths, stakeholders and Australian business environment</li> </ul> <p><b>ENVIRONMENTAL</b></p> <ul style="list-style-type: none"> <li>Comprehensive SWOT analysis to reduce wastage and critically evaluate the opportunity cost of environmentally responsible business ventures</li> <li>Communify Beehive and Community Garden initiative.</li> </ul>	OUTCOMES AND OUTPUTS	<p><b>ECONOMIC</b></p> <ul style="list-style-type: none"> <li>Economic growth stemming from employment generation</li> <li>Job and economic growth through transferable, long-term knowledge</li> <li>Increased range of career opportunities for participants</li> </ul> <p><b>SOCIAL</b></p> <ul style="list-style-type: none"> <li>Reduced direct link between chronic homelessness and unemployment</li> <li>Bolstered government programs with cost effective education modules</li> <li>Reversed social perceptions in the employability of individuals with disabilities and criminal records</li> <li>Improved wellbeing in participants resulting from career engagement</li> </ul> <p><b>ENVIRONMENTAL</b></p> <ul style="list-style-type: none"> <li>Increased range of career options allows participants to seek work closer to home and reduce transport costs</li> <li>Reduction in required community resources for job-search.</li> </ul>	MANY WAYS FORWARD BUSINESS MODEL
	6 DIRECTLY IMPACTED  25 INDIRECTLY IMPACTED	<div>  2 new businesses         </div> <div>  61 hours of content development         </div> <div>  58 mentoring sessions         </div> <div>  6 mentees         </div> <div>  2015 C.A.N. Awards Nomination         </div> <div>  \$147,085 projected revenue         </div>		<div>  4 job interviews         </div> <div>  25 hours of work experienced gained         </div> <div>  2 workshops         </div> <div>  2 new jobs         </div> <div>  \$16,800 project income         </div> <div>  8 participants         </div>	10 DIRECTLY IMPACTED  165 INDIRECTLY IMPACTED