



TFN Live Events | Impact Report

Thank you for completing this Impact report so we can share with our network the outcomes of the project/program that you pitched at a TFN event. Please answer as accurately/comprehensively as possible, although we appreciate that you may not have exact answers to everything. If you raised funds after the event because of your pitch, we are keen to know about your success as we track this information. To save and resume your report later, click the SAVE button at the bottom right of the page. When complete hit SUBMIT. Thank you.

1. Organisation name

Ngarrimili

2. Your name and position

Bek Lasky, Deputy CEO

3. Email address

bek@ngarrimili.org.au

4. Date of the TFN event at which you presented

25/02/2021

5. Please outline the project/program and funding you pitched for at the TFN event.

We pitched for support to focus on Ngarrimili National Expansion across Australia. The objective was to continue providing our culturally informed, personally tailored business support and mentoring to aspiring and established First Nations business owners, creatives and entrepreneurs across Australia.

e.g. We pitched to employ a Volunteer Coordinator for 2 days per week...

Impact of Funding

6. Please describe how the funding was used and the implementation of the project/program.

The funding was used to support First Nations businesses and creatives in different states (excluding Victoria, as this is where we originally started Ngarrimili and have funding in place for Victorian businesses). Ngarrimili was able to reach interstate businesses and provide workshops and personally tailored support and mentoring to these businesses across a range of different areas of expertise including; website design and development, logo and branding development, business strategy and planning, marketing and social media, accounting and financial advice, plus more! Ngarrimili has been able to engage businesses around the country and therefore provide our support and seen businesses achieve great outcomes.

e.g. We employed our Volunteer Coordinator in month and he/she did...

7. Please describe the impact that the TFN funding has had on your organisation.

The Funding Network funding has allowed Ngarrimili to focus on national expansion over the past year and support a number of aspiring and established First Nations business owners, creatives and entrepreneurs from different states. This funding allowed us to be focusing on national expansion and reach, to allow more First Nations individuals to have the opportunity to be involved in Ngarrimili and receive culturally informed, tailored mentoring. The more reach that we have gained, means providing more opportunities to First Nations peoples and communities, as the ripple effect from providing business support to a First Nations business is massive.

e.g. Having a dedicated Volunteer Coordinator has enabled us to increase the number of volunteers who support our program and to develop a more in-depth training program to support more young people...

8. How many people have been supported by programs or activities that were funded by the TFN donations?

32 businesses were supported with a total of 85 hours of personally tailored support and mentoring to these businesses.

Within those businesses, 7 individuals were supported with social, emotional, health and wellbeing supports, with immediate access

e.g. 45 young people participated this year, which is 25% more than last year, thanks to the new Volunteer Coordinator resourcing.

Also, consider and tell us about any indirect beneficiaries if you can.

9. Please tell us a short story about someone who has benefited from this funding.

Sue is an Aboriginal woman located in Queensland, who has an artworks business. Darleen approached Ngarrimili to receive some supports with setting up her online website/ecommerce store to sell her artworks and products. Sue was able to work with our Ngarrimili team and contractors to design, create and launch her website and sell her artworks, therefore able to make profits. Sue was also supported in setting up her ABN and business name, and designing a sustainable business plan.

e.g. Jacob is one of young boys who has been helped through our program... Please change any real names or identifying details.

Use of Funds and Evaluation

10. How much funding did you receive through the TFN event for your project/program?

\$54,707.00

11. Please provide a budget breakdown on how the funds raised at the TFN were used. If not all of the funding has been used, please explain why. We will follow up with you if the budget shows more than 10% has not been spent.

Salary and wages: \$19,637
Contractor fees (First Nations): \$17,200
Contractor fees (Non First Nations): \$3,500
Wellbeing Supports: \$2,500
Catering: \$440
Program Delivery: \$6,000
New equipment: \$3,230
Travel expenses: \$800
Material aid/Care packs: \$1,400

e.g. Training - \$1500, New equipment - \$3000 etc

12. Describe if, and why, any of the funding was used differently from what you described in your original pitch/budget.

Due to Covid, we had to adapt all of the supports to online delivery. Through this, we provided businesses access to business mentoring and wellbeing support via zoom, phone calls etc, utilising our team of experts and contractors. The funding we received was used to support our national growth and allowed us to really step into supporting interstate businesses.

e.g. Due to Covid, it took about 6 months to employ the Volunteer Coordinator so some of the funding was redirected to...

13. What measures did you use to assess the impact?

At Ngarrimili, the way we measure our impact is through data and evaluation. We send out surveys to our businesses/individuals receiving support, asking for their feedback and to measure where they are at currently (therefore able to identify if further support is required).

Ngarrimili's community culture is very much valued, so we have open and honest communication and relationships with our businesses to understand the impact and assess their progress, (e.g. business received support from Ngarrimili, open, two-way communication regularly, conversation about business doing a collaboration with a big brand).

We are also able to identify through our network's social media channels, how the business is progressing and big milestones achieved.

e.g. We asked volunteers to complete a survey after they had been volunteering with us for 6 months etc..

14. Describe three ways that your organisation has changed in the past 12 months since the event. (You can also describe here how Covid-19 restrictions have impacted on and changed the way you work).

1) Ngarrimili has expanded its nationally reach for First Nations businesses, creatives and entrepreneurs. We have been able to support aspiring and established businesses across Australia with this funding for the first time. Our national reach is still growing but to have been able to set up our foundations in other states has been amazing. The work we do is for community so we want to ensure everyone has access to our supports.

2) Maintained funding levels and received more funding. In the past year, due to the national expansion and organic growth of Ngarrimili, we have been able to source and secure more funding and increase our annual revenue and turnover.

3) Improved services, processes and more experts. We have been able to approach and work with more amazing First Nations leaders and experts across a range of different industries. Having these amazing networks and connections to leaders, gives the businesses and creatives that we are working with more opportunities for knowledge growth and learning. We have also really set out our structures and processes.

e.g. We have grown in size, maintained funding levels, improved services, reduced staff, relocated, secured corporate sponsorship etc...

Please upload photos of the work supported with TFN funding.

These will be published on our website and sent to donors.

Videos

If you have any videos, please provide link for downloading or sharing here (e.g. YouTube, Dropbox, Vimeo, WeTransfer)

Post Event- Additional Benefits

15. Over the past 12 months, how important was your affiliation with TFN to your organisation?

Important - We might have got to where we are now, but it would've been a lot harder without TFN

We do not make any claim on additional funding you've received. We simply want to keep track of the leverage effect of introductions made through TFN.

16. Do you feel that association with TFN has helped to increase your credibility with donors and the philanthropic sector?

Yes

17. Over the past 12 months, did you receive any goods in-kind and/or pro-bono services from anyone you met through TFN?

No

We are keen to know about your successes. We track this information as part of our own TFN impact.

18. Has the TFN pitch coaching and mentoring helped you successfully secure funding from other sources after the TFN event?

Yes

Has the TFN pitch coaching and mentoring helped you successfully secure funding from other sources after the TFN event

Please provide more details

Being able to pitch Ngarrimili and our proposition to over funding bodies/corporates/government, and start new relationships with those bodies.

TFN uses this information to track the impact of our pitch coaching. All information will be treated in the strictest confidence.

19. What were some of the other benefits of participating in TFN? (tick all that apply)

- | | |
|--|---|
| <input type="radio"/> Pitch Coaching | <input type="radio"/> Increased visibility |
| <input type="radio"/> Access to a new network and supporter base | <input type="radio"/> Greater self confidence |
| <input type="radio"/> A greater ability to articulate your proposition | <input type="radio"/> Meeting other non-profits |
| <input type="radio"/> Being introduced to the TFN Alumni Program | <input checked="" type="radio"/> Other |

Please Specify

Pitch coaching, increased visibility and access to a new network and supporter base was/is fantastic and we love being a part of such a great network.

Being a part of the Alumni Network

As part of the TFN Alumni Network we aim to offer you continuing support to build your capacity through offering connections, opportunities and professional development experiences. We are interested to know how effective this has been in the last 12 months.

20. Have you participated in any alumni activities

(please tick all that apply)

- Kilfinan Australia Mentoring
- TFN Workshops or events
- TFN Bulletins/Newsletters
- Pro bono legal or accounting advice via TFN
- Other

21. Have you been sent any relative opportunities that have helped you? Eg. Baker McKenzie Legal advice, McKinsey & Company Executive Professional Development Training, BDO Scholarship, Aus Post Mental Health Grants etc.

22. Have you connected or collaborated with any other TFN Alumni? If yes, has this resulted in anything beneficial?

Further Support

23. Please let us know two current pro-bono or in kind asks you have?

In our field of work, we appreciate pro-bono and in kind support from all different organisations and experts that are values aligned with the work that we do. Ngarrimili caters for support in a range of different areas of expertise, and we are always looking for people or organisations to donate their time and resources to directly benefit our community of First Nations businesses and entrepreneurs. Some of the areas of support we would appreciate could include: social media strategy and marketing, human resources, business strategy and planning, grant writing, funding opportunities for small businesses and how to go about that, business growth, venture capital.

We also would appreciate workshops for our community.

*We will communicate these to our donor network but can not guarantee that it will be achieved.

24. Do you have any other comments or feedback on the TFN experience or funding process?

Really appreciate the support and it was a great experience. Would love to be involved in the future!