

- ACT Government: [“Future Swirl whipping up a storm with plant-based soft-serve and ICON grant”](#) - 28 August 2023
- Nectir: [“Take 5 with Petr Adámek”](#) - 24 August 2023
- MSJDigital: [“The third-generation commercial beekeeper innovating the dark art of beekeeping”](#) - 15 August 2023
- Her Canberra: [“Canberra leaders pursuing a more diverse STEM sector for a better future”](#) - 9 August 2023
- Canberra Daily: [“Does ACT Small Business Strategy meet the sector’s needs?”](#) - 3 August 2023
- MSJDigital: [“ACT Budget allocates more money for business and innovation in the capital”](#) - 29 July 2023
- ACT Government: [“Entrepreneurial dream comes to life”](#) - 20 July 2023
- The Canberra Timea: [“Canberra's Vicki Cronan co-founded an app which connects dog-sitters with grey nomads travelling with their pets”](#) - 20 July 2023
- [Uncharted Territory Program](#) - 16 July 2023
- AuzBiz: [“Explore and engage with the canberra innovation network”](#) - 11 July 2023
- Her Canberra: [“Seven Canberra companies have had their dreams turned into a reality—here’s how”](#) - 7 July 2023
- ACT Government Business: [“Funding for businesses to commercialise an innovative product or service”](#) - 7 July 2023
- Smart Company: [“Seven Canberra businesses awarded the Innovation Connect Program grant worth \\$238,000”](#) - 7 July 2023
- Canberra Daily: [“ICON grants award \\$238,000 to local visionaries”](#) - 7 July 2023
- Riotact: [“Sky's the limit for start-ups as Innovation Network partners with Canberra Airport”](#) - 5 July 2023
- ACT Government: [“Must-see events at the Uncharted Territory festival”](#) - 4 July 2023
- [Featured in the CITSA Excite Magazine promoting InnovationACT](#)



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7 - 18 AUGUST 2023

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Reach out to us today to start your entrepreneurial journey.

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>> cbrin.com.au

Image: CITSA Excite Magazine Edition 2 2023 advertisement

TV, Radio & Speaking Engagements

- [Petr Adamek spoke with ABC Radio Canberra's Anna Vidot spoke about what Canberra jobs will look like in 2030.](#)
- [Petr Adamek featured on Nectir's podcast "Take5" in the lead up to GEC](#)

Video, Photo, Web & Design

- Mude captured the July First Wednesday Connect - 5 July 2023
- Oculo Digital filmed the July First Wednesday Connect - 5 July 2023
- Mude captured Female Founders - 18 July 2023
- Mude captured August First Wednesday Connect - 2 August 2023
- Mude captured August Billion Dollar Panel - 10 August 2023
- Mude captured September First Wednesday Connect - 6 September 2023
- Mude captured the September Female Founders event - 12 September 2022

Innovation Station

CBRIN's regular blogging platform engages with the innovation community, profiles entrepreneurs, innovators, and businesses, and shares industry news and CBRIN highlights. Articles are shared on owned-and-operated channels. Topics for this quarter included but not limited to:

- [First Wednesday Connect Pitch List July](#)
- [Money for new ideas and solutions for Canberra Companies](#)
- [Meet the Team: Laura](#)
- [Meet the Team: Adam](#)
- [ACT Budget allocates more money for business and innovation in the capital](#)
- [First Wednesday Connect Pitch List August](#)
- [Women in Innovation: Claire McDonnell, Dirt Maidens](#)
- [Just how many resources are consumed by AI? Local students pitch for transparency](#)
- [People and placemaking - reassuring takeaways from the GCUC coworking conference](#)
- [Interested in the world of Information and Communication Technology? You need to know about these female leaders](#)
- [Take 5 with Petr Adamek ahead of GEC2023](#)
- [Meet local grant winners pinning Canberra firmly on the innovation map](#)
- [First Wednesday Connect Pitch List September](#)
- [Canberra Innovation Hits the World Stage](#)

Top Engagement Posts on Social Media

- [UNSW Canberra Launch mentioned us for the approval of the UNSW Canberra City Master Plan with 41 reactions](#)
- [Viden posted about the Founders Fireside Chat which received over 50 reactions and 3 reposts, helping us reach a new audience for our event.](#)

- [Asanka Perera mentioned us in their post about The Robotics and Autonomous Systems team at UNSW Canberra showcasing their robots at CBRIN Open Day. This post received 52 reactions and 3 comments.](#)
- [UNSW Canberra mentioned us in their post about the Three Minute Thesis and congratulating the faculty winners and thanked us as judges. This post received 66 reactions, 10 comments and 2 reposts.](#)
- [Leticia A. mentioned us in her post about participating in the Collab Lab: City of Design. This post received 29 reactions and 2 comments.](#)
- [Anton Pemmer mentioned us in his post about attending First Wednesday Connect and networking with other attendees. This post received 53 reactions and 7 comments.](#)
- [Hollie Bell mentioned us in her post about our coworking Christmas in July event. This post received 48 reactions, 5 comments and 1 repost.](#)
- [Joe Andrews mentioned us in his post about CBR Space Drinks Event which received 35 reactions and 5 reposts.](#)
- [Viden mentioned us in their post about participating in the Fireside Chat and promoting the even which received 60 reactions, 2 comments and 3 reposts.](#)
- [Nick McNaughton mentioned us in his post about KCA Conference which received 58 reactions, 3 comments and 3 reposts.](#)

Click [here](#) to view the full social media engagement report.

Paid Advertisement Insights

To reach a larger audience, we ran several advertising campaigns throughout the quarter promoting events. The goal of the campaigns was set to achieve the highest amount of link clicks and thus was shown who was most likely to do so. The target audience was not gender or age-specific; however, it was targeted to those living in Canberra and a 100km radius to include regional locations like Yass, Goulburn and Braidwood. Behaviour and psychographic segmentation targeted those interested in entrepreneurship, innovation, Canberra small business, business etc.

Campaign Name	Reach	Impression	Link Clicks	CPC (Cost Per Click)
FWC October	5,559	10,663	61	\$0.82
Open Day	4,809	10,540	51	\$0.76
Female Founders	2,689	4,491	16	\$2.19
Billion Dollar Panel	2,403	3,460	18	\$1.39
FWC July	2,585	4,026	94	\$0.27
Idea to Impact	2,353	3,751	20	\$1.25

Social media insights

	Facebook	Instagram	LinkedIn
Reach	18,487	5,654	N/A
Profile visits	3,039	679	750
Followers	5,548	2,267	6,225
New followers	44	84	341
Post reach	3,100	5,600	N/A
Post engagement	219	699	N/A
Impressions	N/A	N/A	28,553

Top Performing Organic Posts

Top-performing organic posts

Here are posts that have performed well over the last 90 days. Understanding what's working can help you decide what to create and share next, so you can keep up the great work.

Highest reach on a post ⓘ



Facebook post

What were your biggest takeaways from Female Founders? Did you take...

1 Oct 2023, 16:00

This post's reach (1,152) is **223%** higher than your median post reach (357) on Facebook.

Highest reactions on a post ⓘ



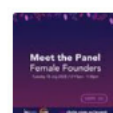
Facebook post

How great are these photos from our recent First Wednesday Connect even...

16 Jul 2023, 20:22

This post received **400%** more reactions (15 reactions) than your median post (3 reactions) on Facebook.

Highest comments on a post ⓘ



Facebook post

Meet the panel at our Female Founders in collaboration with Canberra...

15 Jul 2023, 17:00

This post received 10 comments compared to your median post (0 comments) on Facebook.

Image: screenshots of top performing organic social media posts

Weekly Newsletter Statistics

9,719 (424 new) contacts, 5,975 (219 new) subscribers (40.5% female)

The newsletter subscribers and contacts saw a steady increase over this quarter after outreach efforts like the CareersXpo and attending university open days. There was a clear increase in clicks per unique opens and click rate as shown below.

Table: Weekly Newsletter Click rates

Stats	4 July	11 July	21 July	25 July	1 Aug	8 Aug	15 Aug	22 Aug	29 Aug	5 Sep	12 Sep	19 Sep	26 Sep
Average Open Rate	34.1%	34.6%	29.9%	29.9%	30.9%	29.5%	30.4%	30.7%	30.1%	29.2%	28.1%	30.0%	30.6%
Average CTR	2.3%	2.2%	2.2%	1.7%	1.7%	1.9%	1.8%	1.7%	1.3%	1.3%	2.0%	2.8%	1.7%

The highest rating newsletter based on average open rate was sent on 11 July 2023 receiving an open rate of 34.6%. The theme was the most recent Innovation Connect Grant Recipients for 2023. The newsletter with the highest click through rate was sent on 19 September 2023 with a 2.8% rate. The newsletter featured the October First Wednesday Connect (FWC) and encouraged viewers to view the last FWC's photo album.

Website performance

Sessions	Pageviews	Avg. Session Du...	Total Users
14,460	43,020	1m 8s	9,562
↑ 16%	↑ 105%	↑ 47%	↑ 24%
vs. Previous 92 Days	vs. Previous 92 Days	vs. Previous 92 Days	vs. Previous 92 Days

Image: Website performance statistics

Events & Engagement

This quarter CBRIN registered 2,671 participants for 64 events

Year-to-date: 2,671 participants for 64 events

	Events	Participants
July 2023	16	707
August 2023	26	875
September 2023	16	842

Regular Recurring Events: CBRIN Extended Team Meeting, First Wednesday Connect, Female Founders (bi-monthly), Stakeholder Advisory Committee (quarterly), Billion Dollar Panel (quarterly)

First Wednesday Connect

Overall, CBRIN has collected 9,242 unique registrations for 92 First Wednesday Connects and Innovation Showcase events since 1 July 2015.

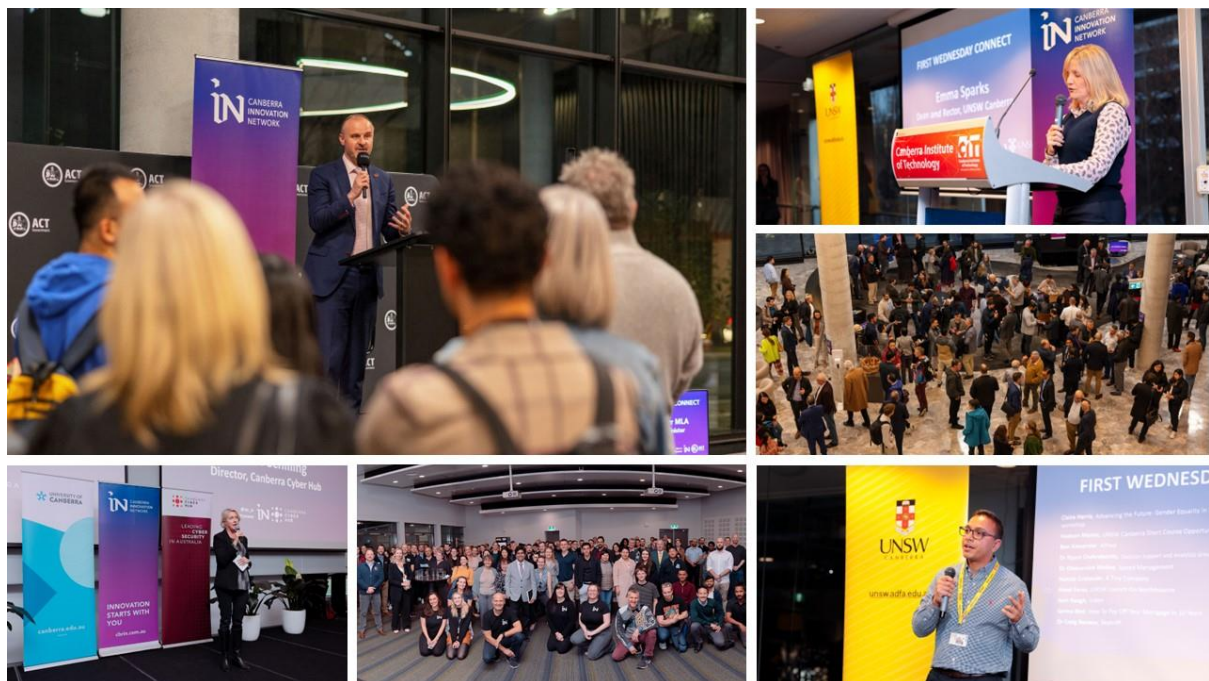


Image: Photo collage from First Wednesday Connect July, August and September 2023

First Wednesday Connect 5 July 2023

Hosted by ACT Government at 220 London Cct

314 registrations: 43% new participants

Audience: 22% entrepreneurs, 6% students, 17% Corporate, 17% public servants, 8% creatives, 6% SME, 5% researchers, 4% investors and 15% other

Speakers:

- ACT Chief Minister Andrew Barr MLA
- Ryder Cao, [Apporetum](#)
- Liam King, [Haast](#)
- Rachelle Towart, [Pipeline Talent](#)
- Rasit Abay, [Futurif.AI](#)
- [Liz Lea](#), Uncharted Access
- Adam Clark, [CBRIN Coworking](#)
- Julie Jenkins, [Coolamon Advisors](#)
- Kieran Hynes, [Canberra Indigenous Business Network](#)
- Jeffrey Liang, [ANU Undergraduate Research Society](#)
- Yvette Morris, [Cyber Career Symposium](#)
- Glenn Welby, [Cybercy](#)
- Harry Hoang, [Tailored Accounts](#)
- Petr Adamec, CBRIN wrap up
- [Blog post](#)

First Wednesday Connect 3 August 2023

Hosted by UNSW Canberra at the CIT Reid Function Centre

212 registrations: 50% new participants

Audience: 24% entrepreneurs, 18% students, 11% Corporate, 5% public servants, 8% creatives, 8% SME, 11% researchers, 2% investors and 13% other

Speakers:

- [Emma Sparks](#), Dean and Rector, UNSW Canberra
- [Prof. Andrew Neely](#), Associate Dean Research and Engagement, UNSW Canberra
- Claire Harris, [Advancing the Future: Gender Equality in STEM workshop](#)
- Nadean Mamic, [UNSW Canberra Short Course Opportunities](#)
- [Dr Ripon Chakraborty](#), Decision Support and Analytics Group
- [Dr Oleksandra Molloy](#), Speed Management
- Nick McNaughton, [National Industry PhD Program](#)
- Akeel Feroz, [UNSW Launch On Northbourne](#)
- Sam Keogh, [Viden](#)
- Serina Bird, [How To Pay Off Your Mortgage In 10 Years](#)
- Dr Craig Benson, [Skykraft](#)
- Sharyn Smith, CBRIN Wrap Up
- [Blog Post](#)

First Wednesday Connect 6 September 2023

Hosted by Cyber Hub at University of Canberra, Ann Harding Conference Centre

300 registrations: 55% new participants

Audience: 25% entrepreneurs, 22% students, 13% Corporate, 7% public servants, 6% creatives, 5% SME, 6% researchers, 2% investors and 14% other

Speakers:

- Karen Schilling, Director, [Canberra Cyber Hub](#)
- Janine Deakin, Executive Dean, [Science and Technology, University of Canberra](#)
- [Annabel Griffin](#), CBRIN Advisory Committee
- Rajiv Shah, [Net Consulting](#)
- [Alicia Martin](#), TaperMate
- Callum Wilkin and Marcus Alexander, [Vets in Cyber](#)
- Nick McNaughton, [Capital Angels](#)
- [Adam Haskard](#), UC Researcher
- Hong Wu, HerbalTree
- Heidi Winter, [KidsSecuriDay](#)
- David Kalina, [Operational Fire Management System](#)
- Roy Borekar, [Solution Tech](#)
- Patrick Campbell-Dunn, [Securus Consulting](#)
- Trish Young, [Kirra Services](#)
- [Huadong Mo](#), Online Cyber Resilience of Smart Grids
- Jack Potter, [Bachelor of Computing and Cyber Security, UNSW Canberra](#)
- Broderick Matthews, [Questacon](#)
- Hollie Bell, [National Industry PhD Program](#)
- Joel Madden, [Evolutioned](#)
- Jag Misra, [AI Talks](#)
- Petr Adamek - CBRIN wrap up
- [Blog Post](#)

Female Founders

There have been 1,249 registrations for 24 Female Founders events since 24 March 2020.

Female Founders 18 July 2023 - In Collaboration with the Canberra Indigenous Business Network

Level 5, 1 Moore Street, 61 registrations: 82% new participants

This Female Founders event was held in collaboration with the [Canberra Indigenous Business Network](#) (CIBN) to speak on topics that relate to indigenous business owners in Canberra. We heard from guest speakers [Rachelle Towart](#), Managing Director of [Pipeline Talent](#), [Kieran Hynes](#), Chair of the Canberra Indigenous Business Network, and [Dr Karen Demmery](#), CEO and Founder of [Burbirra Group](#). Each speaker shared their personal journey into business, some of the challenges they have had to overcome and the best advice they received along the way. They also spoke about the support provided by CIBN, the importance of Aboriginal contributions in all aspects of business, and how we can all better support and work collaboratively with Indigenous owned businesses.



Image: photo collage from Female Founders July

Female Founders 12 September 2023 - Taking The Leap

In partnership with ACT Government, hosted at 220 London Cct, 89 registrations: 74% new participants

Tina Chawner, Founder of Yellow Hat Consulting, and Bryden Campbell, Founder of Brand Rebellion spoke about when and how they made the decision to take their business from a side hustle to a full-time job. They shared the ups, the downs, and everything in between, and answered some audience questions in this inspiring bare-all fireside chat.



Image: photo collage from Female Founders September 2023

Regional, National and International Engagement

- South Korea Innovation Park Delegation led by DFAT visited CBRIN - 4 July 2023
- CBRIN Growth Team H Hartgers and I Zhen attended Tech23 in Sydney - 26 July
- Delegation from Thailand led by DFAT visited CBRIN - 31 July 2023
- CBRIN Coworking Manager, Candace Rhind attended the Global Coworking Unconference (GCUC) in Sydney, which included tours of five Sydney coworking spaces - 2 and 3 August 2023
- Indigenous female entrepreneur from New Zealand visited CBRIN coworking space - 11 August 2023
- CBRIN Team facilitated a pitch workshop for IPAA national participants - 23 August 2023
- CBRIN Growth Team member Hannah Hartgers attended the Meshpoints WA Innovation Leaders Conference - 1 September 2023
- CBRIN Team (9) attended the Global Entrepreneurship Congress in Melbourne to represent Canberra as a city of innovation - 19-21 September
- CBRIN Team visited The Commons VC in Melbourne - 22 September 2023
- Irene Zhen judged applications from around Australia for the ON Accelerator over a two week period - August 2023
- Irene Zhen judged ON Prime, participated in facilitator workshops, and facilitated workshops throughout the quarter - August and September 2023



Image: South Korea Delegation Visit 4 July 2023

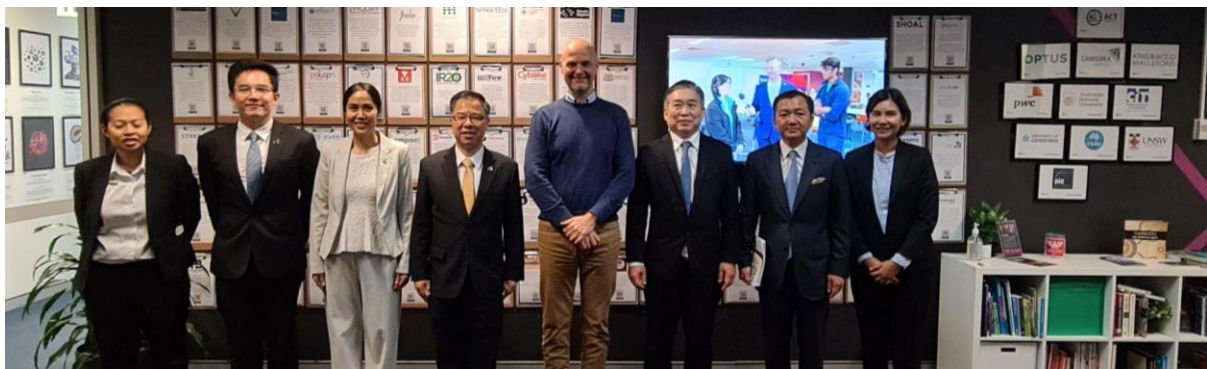


Image: Delegation from Thailand Visit 31 July 2023



Image: Photo collage (clockwise left to right) GCUC, IPAA Workshop, Tech23

Meshpoints WA Innovation Leaders Congress

On 1 September 2023 CBRIN Program Manager Hannah Hartgers attended the WA Innovation Leaders Congress hosted by Meshpoints at The Hub, Bentley Technology Park in Perth.

The Congress launched the [WA Innovation & Ecosystem 2023 Report](#). Key activities of the day included:

- Keynote talk by Rohan Silva, CEO of SecondHome on building thriving, resilient ecosystems
- Brainstorming activity on building collaborative capacity
- Networking with stakeholders across the WA innovation ecosystem
- Interactive planning workshop to set priorities for the next 12-months

The congress provided an opportunity to understand how other innovation ecosystems function and to also share about what's happening in Canberra.



Image: Photo collage from the WA Innovation Leaders Congress 1 September 2023

Global Entrepreneurship Congress (GEC)



Image: CBRIN at the Global Entrepreneurship Congress in Melbourne, 19-21 September 2023

Nine staff members from CBRIN attended the Global Entrepreneurship Congress (GEC) held in Melbourne from 19 to 21 September. Following their return, attendees completed a reflection survey to provide insights and feedback on their experiences.

Key Takeaways included:

Global Trends and Positioning: The global trend towards deep tech and evolving start-up ecosystems beyond Software as a Service (SaaS) was a notable highlight. The feedback suggested that CBRIN is well-placed, if not leading, in comparison with other innovation ecosystems globally.

Networking and Learning: Attendees appreciated the networking opportunities and found validation and inspiration in discussions around entrepreneurial ecosystems. Specific ideas were shared on helping scale-up stage companies and connecting to national and global resources beneficial for Canberra-based projects.

Representation and Self-Reflection: Staff reported a sense of pride in representing CBRIN and Canberra, with positive feedback on the interactions and connections made. Reflections indicated a commitment to better time management, planning, and perhaps smaller group attendances for optimized engagement and learning.

Operational Insights: The value of in-person interactions was emphasized, along with the need for a structured approach to navigating large events. The potential for more focused goal-setting and pre-event planning was noted to maximize the value derived from such engagements.

Team Bonding: The event served as a great platform for team bonding and engaging in discussions concerning the content shared during sessions.

Feedback and Improvements: Recommendations included better pre-event planning, ensuring time for networking, and possibly attending such events in smaller groups or spreading out attendance over different events for better coverage and learning.



Image: Joint Team Canberra Photo at GEC 2023 Melbourne

The GEC covered a variety of topics relevant to CBRIN and the Canberra innovation and entrepreneurial ecosystem over the 3 days, including a session run by CBRIN.

The team has made the following 9 observations:

1: Global Ecosystem. One global connected entrepreneurial ecosystem is possible, and it is worthwhile to invest in building it and being part of this global entrepreneurial movement. This proactive participation can help us generate and drive solutions to some of the most pressing issues we face as humans and as a planet and it can help inject innovation led growth to local economies.

2: Impact of Technology and AI. Advancements in technology and especially generative AI have accelerated again (just since November 2022) and it will profoundly change our world, not only in the next decade but in the next 12 to 18 months and everybody will be affected - every company will become an AI company. As we deal with the opportunity, we also need to ensure we share the responsibility, not to allow widening of the technology divide (between those who are enabled and empowered and those who are excluded).

3: Spirituality and Human-centric Approach. In the age of technology and artificial intelligence, humanity and focus on finding what is uniquely human (focus on wellbeing) is even more important. The energy to create a massive change in the society, economy or environment that innovative companies often exemplify must come from somewhere and it is not just the physical resources combined with labour and capital. There is another spiritual / creative dimension to this, often bringing together passion, desire to drive a better future, a congregation of mindsets, shared trust, values and beliefs across a diversity of views. When combined across a number of actors (or a territory) with collective purpose / intent it comes together as the innovation and entrepreneurial culture that underpins economic, social and environmental progress.

4: Scaling and Growth. There is an increased focus on helping companies who have found product-market fit to scale up and grow, create jobs and embed in the local economic development milieu. The infrastructure and assistance is yet to be developed for scale ups. *Note: That is why ACT Government and CBRIN are investing in Level 4 - a hub for scale ups and growth stage companies.*

5: Deep-tech innovation ecosystems.

Deep tech ecosystems are different to general purpose innovation ecosystems. Community, programs, mentoring, access to capital and space are still important but there is a need for these to understand / fit deep tech needs where product market fit is difficult to conclusively find as there is typically no formulated market (yet) for application of the new deep tech knowledge.

6: Community Building and Storytelling.

There is a growing importance of storytelling in connecting with the community and promoting success. Engaging events serve as trust builders, promoting authentic human connections, and fostering a supportive environment for innovators. Without community there is little innovation and without exciting communication (such as via storytelling) it is difficult to get people engaged (to build a community).

7: Systemic Approach to Sustainable Development

Entrepreneurship alone is not going to save the planet. We need a multi-nexus approach integrating SDG, responsible innovation, energy transition, digitisation, and 'enterpreneuralisation' of education, including early learning. This must be the focus of policy, incentives, and practice. We need to explore innovative funding models for sustainability and emphasizing decarbonization as a key focus for future unicorns.

Lesson 8: Consistency, in it for the long run.

For entrepreneurship to create long term community benefits it must be a focus of collective efforts in the long run. Sustainability of the support efforts are key even if it means ongoing investment commitment by the government. Without long term commitment of key actors across the triple helix the ecosystem will be fragile and not be able to support its growth and wealth generation.

Lesson 9: Collaboration is key and Canberra has found a model.

Canberra has world-class experience in collaborative innovation. We have developed and tested highly efficient methods that operationalise innovation focused collaboration. The broader ecosystem in Canberra embraces a multi-nexus approach in supporting entrepreneurs while fostering a sense of belonging through initiatives like FWC (First Wednesday Connect) and similar.

CBRIN had the opportunity to showcase Canberra as a model of collaborative innovation, integrating multiple stakeholders and sectors for enhanced community building to assist innovation-focused economic development.

Other Event Support & Engagement

- Petr Adamek was on the Starting Up and Spinning Out Panel at ANU as part of the Uncharted Territory innovation festival - 10 July 2023
- Irene Zhen was a judge at the UNSW Canberra 3MT Faculty Head - 12 July 2023
- CBRIN staff hosted stall at the UC Market Day - 25 July 2023
- CBRIN staff hosted a stall at the CIT Open Day - 25 July 2023
- CBRIN staff hosted a stall at the ANU Open Day - 26 July 2023
- Blueegg held their EUX Catch up in the CBRIN Events Space - 26 July 2023
- CBRIN staff hosted a stall at UNSW ECMR Day - 2 August 2023
- Irene Zhen was part of the ANU Careers Panel event - 2 August 2023
- MathWorks held their Low AI Coding Workshop in the CBRIN Events Space - 2 August 2023
- CBRIN staff hosted a stall as part of the CareersXpo - 9 and 10 August 2023
- The Advancing the Future: Gender Equity in STEM workshop, hosted by Claire Harris, was held in the CBRIN Events Space, Petr Adamek opened the event - 15 August 2023
- Capital Angels held their Introduction to Angel Investing workshop in the CBRIN Events Space - 24 August 2023
- CSIRO's Research to Value workshop was held in the CBRIN Events Space - 30 August 2023

- CBRIN Growth Team spoke at the ANU Student Research Conference on their Careers and Access in Research panel - 8 September 2023
- CBRIN sponsored use of the Events Space for the Easy Read Toolbox info session - 20 September 2023
- CBRIN sponsored use of the Events Space for the MedTech Actuator Innovators Bootcamp - 28 September 2023



Image: Photo collage (clockwise left to right) Blueegg EUX Meet Up, ANU Starting Up and Spinning Out Panel, UNSW Canberra 3MT Faculty Heat, Careers Expo stall, ANU Student Research Careers Conference, Advancing the Future: Gender Equity in STEM workshop

Theme 3.2 Innovation Hub(s)

Objective: Deliver and grow coworking in the central innovation hub, work with others to connect their hubs into a network offering for entrepreneurs & innovators in Canberra and beyond.

Key results: Capacity and interactivity of diverse offerings that accommodate innovative companies in Canberra grows.

Coworking at Canberra Innovation Network

CBRIN's Coworking space is a thriving community of entrepreneurs, startups, researchers, and innovators. Located in the heart of Canberra's CBD, CBRIN Coworking is dedicated to fostering the innovation community. With access to meeting rooms, breakout spaces, a shared kitchen and dining space, high speed internet with Wi-Fi coverage across the whole floor of 1,600 m², printing facilities and support, as well as access to private mentorship, we aspire to create the perfect place to launch and grow an innovative business in Canberra. Offering "more than just a desk;" CBRIN coworkers have privileged access to mentors, experts and exclusive events tailored to their needs.

Coworking is an integral part of the CBRIN pipeline, with residents frequently participating in growth programs, events, and collaborative events, as attendees, panel members, and mentors.

Key Achievements & Activities this Quarter

- 11 events for the community to spark networking and collaboration.
- Monthly Coworking Newsletters: 192 active subscribers with an average open rate of 42%.
- CBRIN Coworking companies have to access credit with AWS; currently evee, Rosella Street and XstreamCompute are registered.
- 10 Griffin teams joined the coworking space as part of the GRIFFIN Accelerator
- 6 coworkers attended Expert Office Hours with Renee Beerworth (Spinach Ventures founder, expert in people and culture) and Vicki Williams (expert in executive teams and business structure)
- As of 30 September 2023 there were:
 - 85 companies active in CBRIN Coworking, with 19 new companies joining the space.
 - 228 active members
 - 80 full-time memberships (dedicated desks), 105 part-time and casual memberships (community desks).
 - 73% occupancy rate for full time desks
 - Female members: 85
 - CALD members: 63



Image: Photos from International Day of Coworking celebration, with coworkers providing feedback directly to Eldane Pty Ltd on proposed designs of Level 4 coworking expansion

Companies working in the CBRIN Coworking Space this Quarter:

ADS Solar Agape Allygroup Amoux Company AtlasTech Solutions Augmented Intelligence <i>Bakesale</i> Berrijam Better Renting Beth Anne Baldwin Bluebird Advisory Blueegg Blue Sky Digital Brain Changer Campus Plus <i>Canberra Blockchain Centre</i> Canberra Cyber Hub Contraco Coursera Cybake Cybercy Decision Revolution Dentroid Disability Leadership Institute Divine Pillow Disaster Science	Dochrono Dragonfly Thinking <i>Drenlo Emmicom</i> Empact Group <i>Epicorp</i> Ereflect Evaluate8 Sustainability Eveen Evolutioned FrontierSI GPN Vaccines Ltd Gridsight Grow Right Digital Haast Haizea Analytics Pty Ltd Harrison Barratt Group Human Factors Group HydRIC Desalination Inferlabs Innovate Communicate Inten Tree Pty Ltd IR20 Joanne Enterprises Journeyhorizon Kasada Lucy Pedley Bookkeeping MCI Mia Swainson Consulting	MIIROKO Modern Methodologies Mude My Green Butler Numbers and Sense Oculo Digital Polygon Energy Penwell Rosella Street Redirobots Safe Synergy Scratchie SelfTherapy Shoal Group Shoelace Creative SignOnSite The Business Body The Lumio Company <i>Traceably</i> Veritas Group VenuBooka Vibe Dynamics Viortec Viterbi VTARA Energy Group WOTLink XstreamCompute Your Season
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NB: New companies who joined the space this quarter are displayed in **bold**. Companies who are sponsored to use the Coworking space are in 'italics.' Sponsoring relates to GRIFFIN Accelerator companies, winners of competitions, or companies that create special value for the ecosystem.

Coworker Wins

The resident of the CBRIN coworking space are doing amazing things, and we celebrate and share their wins, big and small. We also celebrate when they connect in an exciting way. Below are a selection of coworker wins:

- [Bluebird became an approved supplier of the Victorian Government's Advisory Services.](#)
- [Evolutioned ran sessions for ANU Techlauncher on client engagement.](#)
- [GPN Vaccines announced that its Phase I clinical trial of Gamma-PN reached 100% recruitment.](#)
- MCI carbon:

- [Marcus Dawe and Sophia Hamblin Wang were announced as finalists for the AmCham Australia Alliance Awards in the Energy and Clean Tech category](#)
- [MCI shortlisted by Diplomatic World Institute for TROPHY 2023](#)
- [Sophia Hamblin Wang spoke at the European Forum Alpbach 2023](#)
- Polygon Energy [won the NECA Business Project of the Year 2023 award in the ACT](#) and were [featured on the Canberra Weekly](#).
- [Tina McIntosh, founder of Brain Changer, received bronze at the AusMumpreneur Awards in the Creative Entrepreneur of the Year category](#)



Image: Coworker wins

Coworking Network Connections

CBRIN fosters friendly connections to other Coworking spaces in Canberra and nationally. Local Community Managers stay connected through the Canberra Region Coworking Network online, and with regular in person catch ups. CBRIN is a member of Flexible Workspace Australia (FWA) and use the FWA network to connect to community builders nationally, and access resources and training.

As part of the GCUC conference 1-2 August 2023, Candace Rhind visited five coworking spaces in Sydney, NSW, connecting with community managers, and learning about the various communities and facilities.

As part of Meshpoints on 1 September 2023, Hannah Hartgers visited the Spacecubed coworking spaces in Perth, WA. CBRIN has a reciprocal arrangement with Spacecubed.

During the Global Entrepreneurship Congress (GEC) in Melbourne, Candace Rhind and Tash Kelly visited The Commons VC coworking space, learning about the community and facilities, and drawing inspiration for the CBRIN Level 4, 1 Moore Street expansion.

Global Coworking Unconference

On 2-3 August 2023 CBRIN Office Manager Candace Rhind attended the Global Coworking Unconference (GCUC) hosted by Flexible Workspace Australia (FWA) at Flex by ISPT coworking space in Sydney. GCUC provided interesting insights into the flexible workspace industry and FWA released the [FWA Futures Industry report](#) as part of the conference. On 17 August 2023 CBRIN published [People and placemaking - reassuring takeaways from the GCUC coworking conference](#).



Image: CBRIN presence at the Global Coworking Unconference (GCUC) 2 August 2023

Coworking reciprocal agreements

CBRIN has reciprocal agreements with SpaceCubed in Perth, Jindy Workspace in Jindabyne, and River City Labs in Brisbane. Under these reciprocal agreements, members of the CBRIN Coworking Space can work for a limited number of days per month at the partnered coworking space at no cost and vice versa. Each space also agrees to have the other space's logo on their website, with a backlink, and share content on their blog and socials.



Image: logos of coworking spaces with whom CBRIN has reciprocal agreements

Community Engagement and Communication

CBRIN uses Slack, a channel-based messaging platform, to communicate information and engage with residents of the Coworking space. The CBRIN Slack workspace has 542 members and 20 channels, including channels dedicated to Growth Programs, resources, and inspirational stories.

The CBRIN team regularly posts events and announcements, and members engage in discussions, share wins, receive help and advice, and socialise.

CBRIN emails a monthly newsletter to all coworkers, with a wrap up of the month just gone, news, and upcoming events. The coworking newsletter has 192 active subscribers with an average open rate of 42%.

Coworker Engagement with other CBRIN Programs

Being in the Coworking Space gives members privileged access to the CBRIN team, leading to Founder Conversations, referrals, and connections. Coworkers are actively encouraged to take part in our Growth Programs, networking events and collaborative events.

This quarter:

- Eight coworkers pitched at FWC events
- Seven coworking residents applied for the GRIFFIN Accelerator, five of whom were shortlisted. Three were accepted into the program.
- Three coworkers took part in the Idea to Impact program
- Five coworkers took part in the Responsible Innovation Hackathon (rHack) as mentors and judges
- The Growth Team had 24 Founder Conversations with coworkers

Lunch and Learns

Lunch and Learn sessions are an excellent and time-efficient way for coworkers to build knowledge and skills. The sessions are tailored to meet coworker needs, and source experts from CBRIN's Foundation Members and Gold Partners and the companies in our network.

Date	Topic	Presenter/s	Attendance
12 July	AI for Business	Berrijam	23
9 August	AI Talks	Berrijam	17
20 September	Marketing	Awn Nuwwar, Amoux	3



Image: Coworker Friday Drinks



Image: AI Talks Lunch and Learn

Community Events

Community Events are a great way for coworkers to build relationships with other innovators in the space, and important benefit of working in a coworking space.

The monthly Community Morning Tea provides a regular opportunity to share wins and challenges, make announcements, and welcome new members.

This Quarter we held an International Coworking Day celebration and brought in designers Eldane for community consultation on designs for Level 4, 1 Moore Street.

To strengthen ties with the other coworking communities in our innovation ecosystem, we arranged an "Adventure" to the Academy of Interactive Entertainment (AIE). CBRIN Coworkers travelled to AIE for a fun afternoon of games and drinks with the GamePlus and FilmPlus coworking communities.

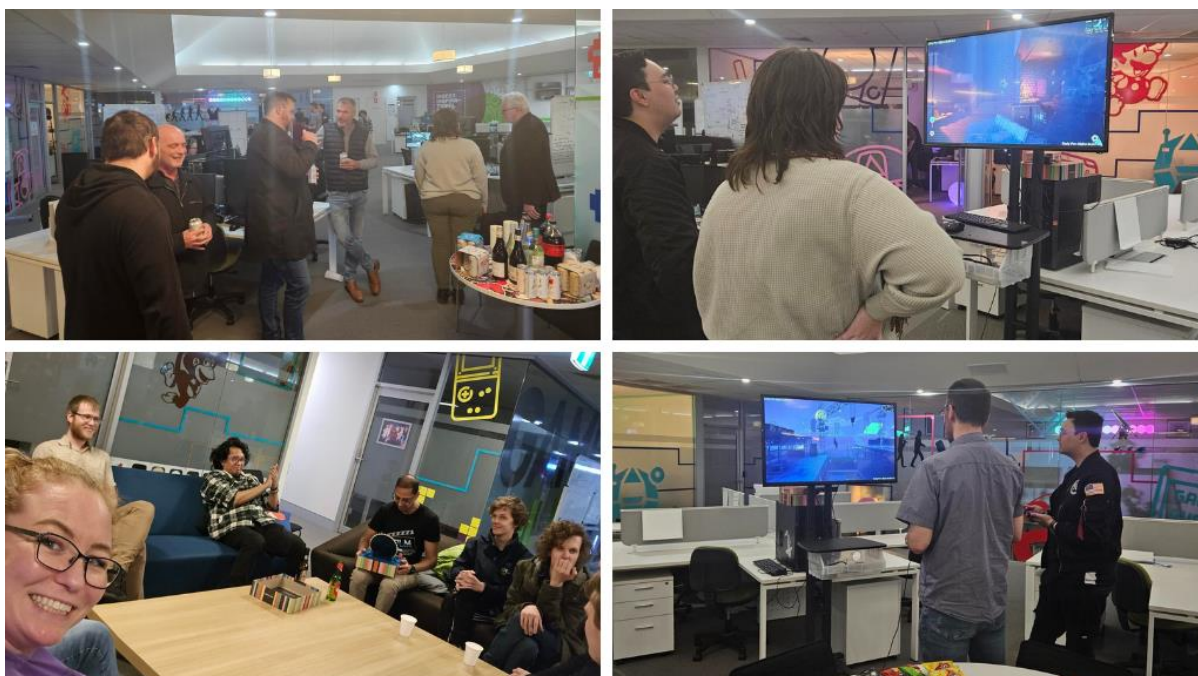


Image: AIE Adventure - games and drinks with CBRIN, GamePlus and FilmPlus coworkers

Date	Event	Participants
20 July	Christmas in July	34
9 August	International Day of Coworking Celebration and Level 4 Design Consultation	32
25 August	AIE Adventure	19
29 August	Community Morning Tea	42
26 September	Community Morning Tea	31
Fortnightly on Fridays	Community Drinks	10-15 Average



Image: photos from Community Morning Tea events (multiple dates)

Coworker of the Month

Each month, CBRIN recognises the contribution of a resident of the Coworking space through the 'Coworker of the Month' award. We seek to recognise contribution to the values and spirit of the collaborative space. The winner is someone who makes an effort to connect with others in the space, are active on Slack, join in CBRIN programs, and attend community events.



UNSW Canberra Launch on Northbourne

Launch on Northbourne is an initiative created by UNSW Canberra. The precinct is a proof-of-concept for a larger innovation precinct currently in development. As such, it provides three floors of collaborative workspace that brings together industry, government and academia to grow innovation and capability in the specific areas of defence and security.

CBRIN is assisting UNSW Canberra Launch with curating events throughout the year for the collaborators at Launch as well as finding ways for UNSW researchers to connect with the companies at Launch.

Key Achievements & Activities this Quarter

- Launch Collaborators had excellent engagement this quarter with CBRIN including Scaleup Leaders Lunches, an Investor Visit arranged by CBRIN, and pitching at First Wednesday Connect events
- 155 attendees participated in 7 Launch Community events this quarter

UNSW Launch Collaborators this Quarter:

Collaborator	Company Description
Ascent	Ascent have a multitude of capabilities including Management Consultancy, Program Management, Engineering & Technical Advice, Flight Test Planning, Quality Management, Acquisition & Sustainment and Authoring & Writing.
Cognitive Advantage	Cognitive Advantage is a digital technology business founded in late 2017 with a vision to harness emerging technologies in the Internet of Things, 5G telecommunications and artificial intelligence for the defence and security of Australia. Having foreseen the geopolitical tensions in our region the team decided to get a head-start on solving some big challenges for the Australian Defence Force.
Fifth Domain	Fifth Domain specialises in building, hosting and delivering flexible cyber training and education technologies to a diverse range of customers. Fifth Domain's technologies support educators and trainers and save them time and effort setting up learning environments. They also support students by

Collaborator	Company Description
	providing stable and reliable virtualised real-world environments to test existing skills or learn new ones.
<i>FuturifAI</i>	FuturifAI uses lean, trusted AI to simplify space mission operations, enabling satellite operators to handle more complex missions, make space more sustainable, and deliver more to customers on the ground.
<i>Infinity Avionics</i>	Infinity Avionics is an Australian space avionics design and manufacturing company founded in 2020 as a UNSW Canberra Space spin-off. The company was founded to commercialise various intellectual property developed over the years at UNSW Canberra Space. Our reconfigurable FPGA SoC based flight computers are unique in the nano-satellite market in terms of their customisability and form factor.
<i>Kestra (formerly K3partners)</i>	Kestra is a Canberra based software engineering company focussed on designing state of the art data analytics systems utilising Search Engines, Information Retrieval, Natural Language Processing and Machine Learning specifically for government customers.
<i>Ocula</i>	Ocula is a cabling specialist offering design, manufacturing and integration of fibre optic and copper communication and data solutions. Passionate about technology, we constantly strive to deliver a technological edge to our customers, with improved reliability and performance through ongoing innovation of cabling technology.
<i>Penten</i>	Penten is an Australian-based cyber technology company focused on innovation in secure mobility, applied AI (artificial intelligence) and tactical communications security. Founded in 2014, Penten is a multi-award-winning cyber security company. They are Launch on Northbourne's anchor tenant, occupying levels 1 and 2.
<i>Point River Networks</i>	Point River Networks provide consulting, recruiting, unified communications and networking.
<i>Skykraft</i>	Skykraft is an Australian space services company that specialises in the design, manufacture and operations of satellite constellations in the delivery of global services. Skykraft was established in 2017 as a spin off from space the capabilities incubator UNSW Canberra Space.
<i>Viden</i>	Viden specialise in delivering professional project and program management services across both the public and private sectors. Their purpose is to help clients navigate complex, ambitious, and evolving environments, to deliver innovative and challenging projects that enhance, protect or grow their business.

NB: Collaborators in ***Bold Italic*** work from the UNSW Launch City Campus at CIT Reid

Collaborator Wins

The Collaborators at Launch are doing amazing things, and we celebrate and share their wins, big and small. We also celebrate when they connect in an exciting way.

- Ascent attended the Defence Security Equipment International ExCel event in London as part of the Australian contingent
- Ascent were finalists in the Prime Minister's National Veteran Employment Awards 2023, in the category of Veteran Employer of the Year - Medium Business
- Ascent attended the Australian Defence Industry Awards after being nominated as finalists for two categories
- Cognitive Advantage presented at the Army Robotics Expo in Perth
- Cognitive Advantage were awarded a major contract with Defence Australia to demonstrate a 5G network for tactical communications
- Cognitive Advantage have expanded their team
- Fifth Domain Chief Executive Officer, Matt Wilcox, presented at the HR Tech Summit in Sydney on enabling informed hiring decisions with cyber talent assessments
- Fifth Domain were selected as a finalist in the InovationAus.com awards, recognising their outstanding achievements in cyber security
- Fifth Domain were named as finalists for the Australian Defence Connect industry awards in the category of Cyber Business of the year
- Fifth Domain CEO, Matt Wilcox, was a guest speaker at the ISACA Canberra Chapter event in August
- Fifth Domain CEO, Matt Wilcox, presented at the HR Tech Summit
- Infinity Avionics were awarded ACT Emerging Exporter of the year at the ACT Export awards
- Penten showcased their AI technology as part of the Australian contingent of the Defence and Security Equipment International at the ExCel event in London
- Penten became the first company to receive the SE Elite Pro Certification awarded by leading international deception technology vendor, CounterCraft.
- Penten appointed two new executives to their team in preparation for opportunities provided by the AUKUS alliance
- Skykraft performed a world first test of their VHF communication system for air traffic management in July
- Skykraft have continued to grow their team
- Viden attended the BSides Canberra technical community conference
- Viden have welcomed a number of new staff this quarter
- Viden attended the Defence Connect Australian Defence Industry Awards 2023, hosted by KBR, Inc.
- Viden raised \$6,650 to assist Legacy Australia, a charity they frequently support
- Viden were announced as one of the esteemed participants in the Defence Trailblazer program
- Viden Chief Operating Officer, Davina Mansfield, was a judge at the UNSW 3 Minute Thesis



Image: Photo collage (clockwise left to right) Defence and Security Equipment International, Penten certification, Viden team at Defence Connect Australian Defence Industry Awards 2023, Fifth Domain at HR Tech Summit, Ascent at Prime Minister's National Veteran Employment Awards 2023

Monthly Community Newsletter

Stats	Jul 23	Aug 23	Sep 23
Average Open Rate	58.3	45.7%	55.6%
Average Click-through Rate	16.7%	22.9%	13.9%

Collaborator Engagement with other CBRIN Programs

The partnership between UNSW Canberra Launch and CBRIN gives Collaborators access to CBRIN team which leads to founder conversations, referrals, and connections. Collaborators are also encouraged to take part in CBRIN Growth Programs and networking events.

This quarter:

- Rasit Abay, Founder and Director of FuturifAI, pitched at First Wednesday Connect July
- Anthony Barnes, Chief Executive Officer, and Davina Mansfield, Chief Technology Officer, Viden were guest speakers at the Founders Fireside Chat in August
- Sam Keogh, Chief Technology Officer of Viden, pitched at First Wednesday Connect August
- Dr Craig Benson, Executive Director of Skykraft, pitched at First Wednesday Connect August

- Matt Wilcox, Chief Executive Officer of Fifth Domain, participated in Scaleup Leaders Lunch sessions this quarter
- Craig Benson, Executive Benson of Skykraft, participated in the Scaleup Leaders Lunch
- Futurif.AI participated in Investor Visit facilitated by CBRIN on 25 September which included office hours with seven out of state investment funds
- Viden participated in Investor Visit facilitated by CBRIN on 25 September which included office hours with seven out of state investment funds
- Seitec participated in Investor Visit 25 September, and attended the Launch Monthly Connect event hosted at UNSW Canberra's City Campus. These are great examples of their continued involvement with the UNSW Canberra and CBRIN communities, despite having moved out of Launch.



Image: Photo collage of UNSW Canberra staff and Launch collaborators at First Wednesday Connect hosted by UNSW Canberra

Community Events

Community Events are a great way for Collaborators to build relationships with other innovators at Launch and is an important benefit of working from the space.

Total events for the quarter

	Events	Estimated Participants
July 2023	2	35
August 2023	3	85
September 2023	2	35

- Launch Monthly Connect Hosted by Cognitive Advantage - 20 July 2023
- Christmas in July Winter Warmer - 26 July 2023

- Coffee Van August – 9 August 2023
- Lunch and Learn: August – 17 August 2023
- Launch Monthly Connect August Hosted by Ascent – 31 August 2023
- RUOK Day Morning Tea – 14 September 2023
- Launch Monthly Connect September Hosted by Skykraft – 28 September 2023



Image: Photo collage of Launch Community events July-September 2023

Engagement with Canberra region innovation hubs

- CBRIN team visited AIE GamePlus and FilmPlus as part of a joined coworking event

Foundation Member & Partner Engagement

- 5 July 2023 – CBRIN Extended Team Meeting held in person at CBRIN with representatives from ANU, UC, UNSW, CSIRO, and CIT
- 5 July 2023 – First Wednesday Connect was hosted by the ACT Government, and Chief Minister Andrew Barr MLA gave an opening address
- 5 July 2023 – First Wednesday Connect pitchers included Jeffrey Liang from ANU Undergraduate Research Society
- 5 July 2023 – CBRIN team met with Erin Stacey from the new UC Innovation Central Canberra team to discuss potential collaboration
- 10 July 2023 – Petr Adamek was on the Starting Up and Spinning Out Panel at ANU
- 11 July 2023 – CBRIN's Open Day as part of Uncharted Territory collaborated with: ACT Government, AIE, ANU, UC and UNSW Canberra
- 12 July 2023 – Irene Zhen was a judge at the UNSW Canberra 3MT Faculty Heat
- 13 July 2023 – Collab Lab: City of Design was in collaboration with ACT Government
- 25 July 2023 – CBRIN staff hosted stall at the UC Market Day
- 25 July 2023 – CBRIN staff hosted a stall at the CIT Open Day
- 25 July 2023 – CBRIN staff hosted a stall at the ANU Open Day
- 1 August 2023 – CBRIN Team facilitated a Lean Innovation workshop to 60 ANU students for an ANU Careers event
- 1 August 2023 – CBRIN Team facilitated a workshop for college students in an engineering course at the ANU
- 2 August 2023 – Irene Zhen was part of the Startup Careers Panel by ANU Careers
- 2 August 2023 – CBRIN staff hosted a stall at UNSW ECMR Day
- 2 August 2023 – First Wednesday Connect was hosted by UNSW Canberra at the CIT Reid Function Centre
- 2 August 2023 – First Wednesday Connect speakers included opening addresses from Emma Sparks, UNSW Canberra Dean and Rector, Prof. Andrew Neely, UNSW Canberra Associate Dean Research and Engagement, and 5 pitchers from the UNSW Canberra community
- 4 August 2023 Engagement with UC during a collaboration session with Calvary Health Care and Hospital, hosted by CBRIN
- 4 - 29 August 2023 – CBRIN hosted InnovationACT with 129 participants signing up from across ANU, UC, UNSW Canberra and CIT
- 9 August 2023 – Irene Zhen participated in a codesign workshop hosted by the CSIRO ON team focusing on the future of the program
- 10 August 2023 – CBRIN Team presented at CSIRO BMSIP Seminar
- 14 August 2023 – CBRIN team delivered an Introduction to Lean Innovation workshop as part of the UC ITS Capstone course
- 15 August 2023 – Irene Zhen was part of the assessment panel for the next intake of CSIRO ON Accelerator program
- 21 & 22 August 2023 – Irene Zhen was a part of the CSIRO ON Facilitator get together
- 23 August – CBRIN Team facilitated a workshop for UNSW Canberra's Innovation and Entrepreneurship program
- 25 August 2023 – CBRIN Team attended AIE for joint coworking event

- 29 August 2023 - In collaboration with Campus Plus, CBRIN hosted a Negotiating Termsheets for Researchers for 15 researchers from ANU, UC, UNSW Canberra and CSIRO
- 30 August 2023 - CSIRO's Research to Value workshop was held in the CBRIN Events Space with CBRIN Team facilitating
- 6 September 2023 - A member of the UNSW Canberra's Innovation and Entrepreneurship program attended Idea to Impact workshop 1
- 6 September 2023 - First Wednesday Connect was hosted by Canberra Cyber Hub at the University of Canberra's Ann Harding Conference Centre
- 6 September 2023 - First Wednesday Connect speakers included an opening address from Janine Deakin, UC Executive Dean Science and Technology, and pitchers from UC and UNSW Canberra
- University of Canberra PhD student, David Hinwood accepted into the Griffin Accelerator Program with his company, RediRobots
- UNSW Professor, Satis Arnold, accepted into the Griffin Accelerator Program with his company, HyDRIC Desalination
- 11 September 2023 - CBRIN hosted a stall at the ANU HDR Induction day
- 11 & 13 September 2023 - rHack engaged with ANU and UNSW Canberra
- 26 & 27 September 2023 - CBRIN was a lead facilitator for a CSIRO ON Prime cohort with 3 Canberra teams from ANU and UNSW Canberra
- This quarter, two coworking companies engaged ANU Techlauncher students
- CBRIN team held intro meetings with researchers:
 - Ashish Kimar Karmaker - UNSW Canberra
 - Phil Cummins - ANU
 - Ripon Chakraborty - UNSW Canberra
 - Huadong Mo - UNSW Canberra
 - Robert Tulip - ANU
 - Don McCallum - ANU
 - Ahmad Attarha - ANU
 - Maryam Ghodrat - UNSW Canberra
 - Heping Shen - ANU



Image: CBRIN Extended Team (meets monthly) in-person catch up 5 July 2023



Image: Irene Zhen with James Robinson and Daisy Hu (CSIRO) after Irene Zhen and Petr Adamek presented at the CSIRO BMSIP Seminar 10 August 2023

Methodology

Participant Feedback

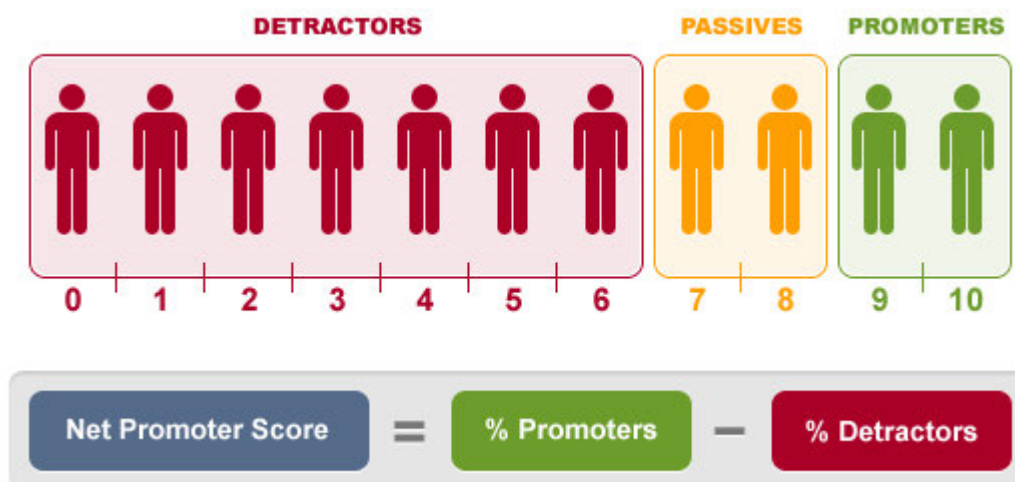
Wherever possible, the Canberra Innovation Network team seeks feedback from all program and event participants using a standard form. Questions include their rating of the event, what testimonial they would give and what aspect of the workshop or event they enjoyed the most. We report data and selected comments from responses received.

Net Promoter Score

The Net Promoter Score (NPS) method is used to measure participant satisfaction. NPS is a harsh measure, with scores ranging from -100% to +100%.

Each participant is asked how like they are to recommend this to someone else on a scale of 1 to 10. The NPS is then calculated based on the percentage of promoters minus the percentage of detractors as shown in the graphic.

CBRIN has consistently achieved positive NPS in all events and programs, mostly above 50%.



Registration and Attendance

Registration and attendance are measured for all programs and events that CBRIN runs. Event registration is taken through platforms like Eventbrite, while program registration (e.g., for Idea to Impact, hackathons) can sometimes be taken through Podio.

Attendance is reported based on a visual count made by CBRIN staff during the event or program. We take care to provide accurate numbers.



CANBERRA
INNOVATION
NETWORK

QUARTERLY REPORT

1 OCTOBER – 31 DECEMBER 2023

ABN: 90 601 492 826

SUPPORTED BY



Quarterly Report Q2 2023-2024

Coworking



- 85** Companies in coworking
- 2** New companies this quarter
- 211** Active memberships
- 82** Female members in coworking
- 57** From diverse cultural and linguistic backgrounds

Engagement



- 2,188** Attendees across all events
- 66** Events held this quarter
- 600** Attendees in outreach events
- 11** Outreach events with partners

Growth Programs



- 140** Founder Sessions
- 76** Ventures assisted this quarter
- 51%** Assisted beyond startup stage
- 9** ICON Grants awarded
- 51** Mentors active this quarter
- 14** Teams completed Griffin Accelerator Cohort 10

Collaboration & Pipeline

- 144** Attendees in collaborative innovation events
- 58** Idea to Impact participants
- 40%** Female participants in Idea to Impact
- 3** Canberra companies in CSIRO ON Prime

Ecosystem highlights



\$124.8 Million raised by Canberra companies this quarter (incl. grants, venture capital + angel investments).

MAJOR FUNDER, FOUNDATION MEMBERS AND CORPORATE GOLD PARTNERS



“ This event is especially valuable for aspiring entrepreneurs, or someone who is looking for an idea, a cofounder or simply to meet like-minded people. - **Artem Lensky, Billion Dollar Panel attendee**

“ [The SME Breakfast] is a safe space to discuss challenges within the workplace with other likeminded individuals and find solutions while encouraging safe networking for individuals and small businesses. - **Crystal Young, SME Breakfast attendee**

“ This funding has enabled Sightdata to make crucial improvements to our product on both software and hardware fronts. Resulting in an increase to our adoption amongst existing clients and increased appeal to new clients. While also attracting collaboration and partnerships with other Australian companies. - **ICON Recipient, Jay Humble, Sightdata**

“ A well oiled machine. No technical issues. Tightly scheduled. Well thought through. Would recommend! - **Matthew Dunstone, 2023 Innovation Showcase attendee**

“ You will get to spend dedicated time on your business proposal using practical tools and meet people who inspire you get your project off the ground. This is all delivered in a friendly, collaborative environment with experienced presenters. You will. - **Fiona Buining, Idea to Impact participant**

“ The thing I enjoyed most about attending the Showcase was catching up with all the people I've met throughout the year, and seeing how happy and grateful they are with what the Canberra Innovation Network Eco-system has enabled them to achieve this year. But more so, seeing the confidence they have in the foundations they've built this year, and how this now becomes their platform from which they launch into 2024. - **Brad Franzen, 2023 Innovation Showcase attendee**

“ Receiving the ICON grant was key to making the Pupoon project viable. As a Canberra mum of three and a one-person start-up, it was a challenge to make it all happen. But the grant validated my idea, helped me overcome large financial hurdles and gave me the impetus to keep going. - **Rachel Hawes, ICON Recipient, Pupoon**

“ This was arguably the most valuable program I've completed in my career. Learning to do science is one thing, but that's useless if the result is a dead end or you can't spread your research. It helped me communicate science better, think about our research from a totally different point of view, and generally increases my confidence in all those soft skills. - **Anonymous participant, CSIRO ON Prime**

“ I had an incredible experience at Space Hack! The event was not only enjoyable but also incredibly enriching. Winning first place was a huge honor, and I couldn't have done it without the fantastic support and opportunities provided by the organizers. I learned so much during the hackathon, from cutting-edge space technologies to teamwork and problem-solving - **Rohan Dayal, SpaceHack Participant**

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Introduction

This quarterly report presents the activities, achievements, and details relevant to the Canberra Innovation Network's approved 2023-2028 Strategic Directions and 2023-24 Workplan.

The structure of the document introduces highlights and current testimonials that demonstrate the experience our target audiences have with our programs and activities. It then introduces key goals, objectives, principles, and components of the Canberra Innovation Network (CBRIN) Strategy and Workplan, as well as its KPIs. In each section we present activities that contribute to the direction. As part of this introduction we also offer CEO commentary (executive summary) on performance in the current reporting period.

CBRIN's mission is to empower entrepreneurs to make an impact and change the world. Together with our Foundation Members, partners, clients, the innovation community, and fuelled by the foundational support from the ACT Government, we are positioning Canberra as a clever, connected and creative city where entrepreneurs and businesses build on our excellence in research and innovation to create social and economic benefits for all (CBRIN's vision).

We are a not-for-profit collaboration of the leading higher education and research institutions in the ACT, the ACT Government and a growing group of private sector partners who work together to coordinate, connect, promote, and grow the region's innovation ecosystem.

Our Strategic Directions and Workplan guide CBRIN to engage with a broad variety of audiences. These include:

People

- General Public
- Youth / Students
- Researchers / Innovators
- Entrepreneurs Building Startups

Organisations

- Government / Community
- Corporates
- Higher Education and Research
- SMEs / Businesses

The Workplan that we report on here supports the role of the innovation network as a key mechanism where world-class research and educational institutions partner with a proactive government and the innovation community to drive a vibrant ecosystem. This attracts, supports, and empowers creative, innovative, and entrepreneurial people as well

as organisations to generate social and economic wealth, enabling impact on local, national, and global levels.

Performance this quarter - executive summary

The reporting period covers the quarter starting 1 October 2023 and ending 31 December 2023. This quarter the CBRIN team delivered a range of activities to our primary target audiences across all strategic directions and objectives. Each year December is a wrap up month for the Canberra Innovation Network with events typically not scheduled after the Innovation showcase. Despite this being a shorter activity period, CBRIN has overachieved many of the set KPIs and is tracking exceptionally well against annual targets.¹ Across CBRIN activities we had 2,188 participants at 66 events (we anticipate this to be the peak number of events this financial year).

- The innovation showcase was the highlight of the quarter (and the year) with over 600 registrations and over 400 attendees, over 30 activations and 15 innovation poster competition finalists it was the largest event held by CBRIN to date.
- CBRIN drove high level of outreach activity co-delivering 11 events with partners addressing 600 participants across these events helping to build innovation capacity across the ecosystem. Besides Foundation member audiences we reached high schools, sustainability expo visitors, international student agents or technology enthusiasts who attended our Technology Disruption panel with AuDA.
- CBRIN held 4 collaborative innovation events with 129 attendees, activating 18 mentors, which is above our planned quarterly activity. This is due to increased partner interest to collaborate with CBRIN in innovation program delivery. This

¹ CBRIN workplans are set in March - April each year prior to the financial year for which these are designed. The KPIs are set based on previous KPIs, performance and expectations of demand for our services. Being a not-for-profit entity with many of our services free or subsidised we do not have traditional instruments on how to influence the demand like lowering pricing and discounting. Demand is influenced by a number of factors out of our control, including pandemic, socio-economic situation, etc. Because of this we tend to set conservative KPIs that we are realistically able to achieve. When demand is high we can allocate most of our resources to servicing the demand rather than to generating demand and evolving our services. Our marginal cost of servicing a new innovation community participant is relatively low in programs that are cohort based. In addition we have been building a reputation in the community for high quality content and ability to bring "practical innovation" to our partners. The post-pandemic interest in collaborating with CBRIN has exceeded our expectations and prior experience. That is why especially in programs like Outreach and Collaborative Innovation you will see numbers well beyond expectations. CBRIN cannot guarantee these numbers going forward as they are derived from our partners goals and collaboration readiness and overall demand.

quarter, we launched new collaboration with CIT executives on their innovation capacity building. We also held a successful cybersecurity focused SpaceHack sponsored by UNSW (3rd edition) and in collaboration with the Canberra Cyber Hub, artsACT collab lab on future trends in the creative industries and our second annual Innovation Forum where we collect innovation community input into our strategic planning. Newly in the report you will see a subsection on other collaborative team engagements that develop a pipeline of future events and initiatives.

- In Growth programs, CBRIN has actively assisted 76 ventures engaging 51 mentors across 46 intro meetings, 140 one on one founder sessions and nine events and workshop programs that had 293 participations.
- We are aware of over \$124M raised by Canberra companies this quarter, a record number mainly due to Skykraft \$120M capital raise that according to our information is the third largest startup capital raise in 2023 nationally².
- We have closed the second Innovation Connect Grant round of the calendar year and the independent panel awarded funding to 9 innovation projects in total volume of \$264,000. Eight projects acquitted their grants this quarter.
- In terms of external engagement CBRIN has hosted a number of foreign delegations and visits from embassies including newly appointed Ambassador of the Czech Republic in Australia / New Zealand, innovation focused delegation from Singapore, Vietnam, UK (in collaboration with Canberra Cyber Hub) and India (leadership of Hinduja Group). CBRIN also participated in Climate Tech Innovation Showcase in Sydney to connect with the climate tech and sustainability innovation companies and initiatives across NSW.
- In late October CBRIN Board and Advisory Committee and Partners held its annual strategic planning review with input from the Chief Minister and Deputy Director General, CMTEDD, ACT Gov to focus CBRIN strategy in a way that complements and supports economic development priorities for Canberra.
- Our innovation coworking hub at Level 5 continues to host innovation companies (85) and related initiatives with 211 coworkers at the end of the quarter. Although we have made significant progress on design and selection of a builder for fitout for Level 4, we have been unable to start the project as planned due to delays related to preparation of sublease for CBRIN.

² <https://www.smartcompany.com.au/startupsmart/news/ten-biggest-capital-raises-australian-startups-2023>

WORKPLAN 2023-24

Implementing the Strategic Directions

Together with our clients, partners and supporters, we connect, promote and grow the ACT innovation ecosystem. In doing so, we engage with entrepreneurs and innovators, startups, SMEs and established businesses, researchers, youth and students, governments and NGOs, higher education and research institutions, corporates as well as with the general public.

STRATEGIC DIRECTIONS

Direction 1: Innovation Capacity



Build capability in segments of the community that do not identify as entrepreneurs to drive more innovation, collaboration and job creating entrepreneurship.

Direction 2: Entrepreneurial Capacity



Grow the entrepreneurial capacity of our innovation ecosystem by developing, delivering and linking programs and resources that support growth of ambitious innovation and technology companies.

Direction 3: Placemaking



Operate ACT's central innovation hub with active linkages to a powerful network of innovation precincts that work together to grow new industries and solve complex problems by leveraging science, innovation and entrepreneurship.

1.1 INNOVATION SKILLS

Objective Scope and deliver events and initiatives that introduce and enhance innovation skills and capability in the broader community, including students, researchers, government, NGOs, under-represented groups, etc.

Activities Innovation educational events targeted at different audiences

KPIs
6 events, 1 InnovationACT
150 participants

2.1 ENTREPRENEUR PIPELINE

Objective Build a strong pipeline of entrepreneurs and innovators and triage them into programs and services that support their progress, and link them to funding, entrepreneur education and mentoring.

Activities Intro meetings, Innovation Connect Grants, education and networking events

KPIs 200+ participants in workshops, 100 intro meetings, 2 grant ICON funding rounds,

3.1 ECOSYSTEM ENGAGEMENT

Objective Collaborate to design and deliver a comprehensive set of engagement activities and events that connect, grow and diversify the innovation ecosystem and support delivery of other objectives in this workplan.

Activities Marketing, outreach, PR, events, partner & external engagement

KPIs 100 events, 2,500 participants, 12 stories, 4 events for under-represented groups, 1 showcase, 1 international, national and regional engagement

1.2 COLLABORATIVE INNOVATION

Objective Design and deliver collaborative events, challenges and hackathons that activate partnerships, support growth of key sectors and help government, corporates and community address 'wicked' problems through collaboration & innovation.

Activities Collaborative innovation events & hackathons, demos

KPIs
10 events
200 participants

2.2 GROWTH PROGRAMS

Objective Deliver programs and services that contribute to growth of innovative ventures, including deep tech, social impact, startups and SMEs.

Activities **Acceleration** (Mill House Ventures Support, Griffin Accelerator, SME Accelerator), **Incubation** (founder/CEO coaching, Growth Labs, Mentor connections, ScaleUp Leaders)

KPIs 20 ventures assisted p.a., 60 founder sessions p.a., 20 mentors engaged p.q.

3.2 INNOVATION HUB(s)

Objective Deliver and grow coworking in the central innovation hub, work with others to connect their hubs into a network offering for entrepreneurs & innovators in Canberra and beyond.

Activities central hub operation and improvements, Launch on NB operation, events, coordination w other hubs

KPIs
120+ co-workers in 40+ companies
1 external hub contract
CBRIN Expansion project

Dashboard 2023-24

Theme	Unit	Q1	Q2	Q3	Q4	YTD	Target
SKILLS	1.1 Events	19	11			30	6
	1.1 Participants	1,148	600			1,748	150
	1.1 InnovationACT	1	0			1	1
COLLABORATION	1.2 Events	4	4			8	10
	1.2 Participants	401	129			530	200
PIPELINE	2.1 Participants	377	293			670	200
	2.1 Intro Meetings	95	46			141	100
	2.1 ICON Rounds	1	0			1	2
GROWTH	2.2 Ventures Assisted	72	76			98**	20
	2.2 Founder Sessions	77	140			217	60
	2.2 Engaged Mentors	67	51			67*	20
ENGAGEMENT	3.1 Events	64	66			130	100
	3.1 Participants	2,671	2,188			4,859	2,500
	3.1 Stories	14	12			26	14
	3.1 Events for under-the represented	2	1			3	4
	3.1 Showcase	0	1			1	1
	3.1 External engagement	11	10			21	1
INNOVATION HUBS	3.2 Coworkers	228	211			228*	150
	3.2 Companies	85	85			85*	50
	3.2 Connected HUBs	2	2			2*	2
	3.2 Expansion project	0	0			0	1

*Highest quarterly number, not cumulative data. Note coworkers are over capacity because not all coworkers are using the facilities full-time, some are one, two or three days / week. ** Unique total per year.

DIRECTION 1 INNOVATION CAPACITY BUILDING

Goal: Build capability in segments of the community that do not identify as entrepreneurs with the aim to drive more innovation, collaboration and job creating entrepreneurship.

Under this Direction CBRIN partners with others in the innovation ecosystem to deliver innovation capacity events and activities with the aim to build engagement with people who may be considering entrepreneurship or who can benefit from innovation and entrepreneurial skills in their own job. Through these practical engagements we build relationships with organisations and industries across the ACT and reach groups that do not traditionally engage in entrepreneurial programs. *We also work with higher education, research institutions, government, non-government, and corporate organisations to initiate customised open and collaborative innovation events and programs that leverage open innovation methods and stimulate collaborative and productive interactions with industry and entrepreneurship.*

Theme 1.1 Innovation Skills

Objective: Deliver and collaborate on events, initiatives and programs that introduce and enhance innovation capability and skills in the broader community, including students, researchers, trades, government and other target groups.

Key results: More Canberrans skilled in innovation and entrepreneurship. More diverse and strong applicant pools into further entrepreneurship and innovation programs, such as those implemented within 1.2, 2.1 and 2.2, 3.2 or those implemented by others in the ecosystem.

Overview

In Q2 2023/24 CBRIN delivered a range of activities to help promote innovation and enhance development of innovation skills in the community as summarised below.

Event	Date	Attendance/Engagement
UNSW Canberra Pitch Night Judge	12 October	60
ANU Engineering Capstone Judge	12 October	50
Sustainable Canberra - Innovation Panel	13 October	25
ANU International Agent Famil	18 October	35
UC ITS Capstone Project Judge	15 November	100
CSIRO ON Accelerate Mentor	20 - 22 November	120
ANU Advanced Instrumentation and Technology Centre Guest Talk	21 November	36
AuDA - Unlocking Success: Harnessing Technological Disruption for Business Growth	21 November	27
ANU Research School of Physics - KOALA event - stallholder	29 November	40

Event	Date	Attendance/Engagement
ANU Research Fest Stall	1 December	7
Burgmann Anglican School - Year 9 Shark Tank Judge	5 December	100
TOTAL	11 events	600 participants

UNSW Canberra Pitch Night Judge

12 October 2023, 60 participants, National Gallery of Australia

As the culmination of the UNSW Innovation and Entrepreneurship program, UNSW Canberra hosted a pitch night. CBRIN was invited to be a part of the judging panel across 7 teams.



Image: Photo of audience for UNSW Canberra Pitch Night

Australian National University (ANU) Engineering Capstone Judge

12 October 2023, 50 participants, ANU

CBRIN was invited to be on the judging panel for the ANU Engineering Capstone course.



Image: Photo of judges and audience for ANU Engineering Capstone

Sustainability Expo - Innovation Panel

13 October 2023, 25 participants, Thoroughbred Park

CBRIN was invited to lead a panel on Innovation at the ACT Sustainability Expo. Other panellists included ACT Government, My Green Buttler, Café Stepping Stone and Lids for Kids.



Image: Photo of Innovation in the ACT Panel at the Sustainability Expo

CSIRO ON Accelerate Bootcamp

20 - 22 November 2023, 120 participants, Sydney

CBRIN was invited to be a mentor at the CSIRO ON Accelerate Bootcamp, where 20 shortlisted research teams participated in a 3-day bootcamp with investors, mentors and facilitators to vie for a place in ON Accelerate.

4 of the 20 teams were from Canberra:

- ErythroSight - ANU spinout working on novel therapeutics to treat age-related macular degeneration
- Automated Policy Management System - collaboration between ANU and a local SME, Tennent Group, that uses cutting edge AI and machine learning to help SMEs manage complex compliance, including starting with Defence contracted companies
- Mycena Biochemicals - CSIRO spinout that has developed a novel manufacturing technology that is more efficient and productive for the precision fermentation market
- Terria - CSIRO spinout that has developed a digital twin that helps with urbanisation challenges

ErythroSight and APMS have been selected in the final ON Accelerate 8 cohort.



Image: Left - Networking evening participants, Right - All the Canberra representatives at the bootcamp

AuDA Panel - Unlocking Success Panel: Harnessing Technological Disruption for Business Success

21 November 2023, 27 participants, Canberra Innovation Network

CBRIN was invited to be on a panel that was hosted by Canberra Business Chamber and auDA. Other panellists included entrepreneur Mandy Snashall (Digital Design Partners) and Rosemary Sinclair AM (CEO, au Domain Administration).



Image: Top - Photo of Panel, Bottom - Photo of audience and panellists

Theme 1.2 Collaborative Innovation

Objective: Design and deliver collaborative events, challenges and hackathons that activate partnerships, support growth of key sectors and help academia, government, corporates and community address problems through collaboration & innovation.

Key results: More activities in key sectors of the economy, more innovation and collaboration used across government, academia, corporates and community.

Overview - Major Events

In Q2 2023/24 CBRIN delivered a range of collaborative innovation activities.

Major Projects	Date	Attendance	Mentors/Judges
Innovation Forum	10 October	40	n/a
SpaceHack 2023: Cybersecurity Edition	17 & 18 October	20	18
CIT Co-Design Collab Lab	22 November	23	n/a
artsACT: 2024 Trends Shaping the Creative Sectors	30 November	28	n/a
Total		111	18

Note: in the dashboard we report the total for participants + mentors, i.e. (111+18 = 129)

Innovation Forum

10 October, 40 Participants, Canberra Innovation Network

On 10 October 2023, CBRIN held the Innovation Forum 2023. Initiated in 2022, the Innovation Forum is intended to inspire a broader community discussion and thinking to grow the ACT innovation ecosystem. 2023 edition of the Innovation Forum attracted 55 registrations (40 participants) from across CBRIN's Foundation Members, Gold Partners, ACT Government, Stakeholder Advisory Committee, Board, extended team and other ecosystem initiatives.

The Innovation Forum is part of CBRIN's strategy to seek broader input into its planning activities and its agenda was co-designed by the CBRIN Stakeholder Advisory Committee. Through the forum CBRIN ensures penetration and strengthening of the connections within the keystone institutions of the ecosystem.

Agenda

The event was held in CBRIN Events Room and was facilitated by the CBRIN team with the following agenda:

- Scene setting – what have we learned at the Global Entrepreneurship Congress, what Mega Trends are shaping our future world, core principles used in rowing the Canberra Innovation Ecosystem (Petr Adamek)
- ACT Government – presentation of future oriented economic development priorities for our city and the role of innovation and the Canberra innovation ecosystem (Kate Starick)
- Task 1 – Map the innovation ecosystem, what is missing / what we need more of? What are the opportunities for growth and increasing the performance of this ecosystem?
- Task 2 – 20 year bold vision / plan for growth of the ecosystem. What are the key steps that we need to make collectively happen?
- Task 3 – Make individual commitments to the next 12 months.



Image: Participants of the Innovation Forum during the networking part of the day



Image: Participants of the Innovation Forum during the workshop

Outcomes

One aspect of the ecosystem mapping was identifying what is missing or who is missing and what we need more of and what are the associated opportunities. The following table contains the summary of the contributions of the forum participants.

What / who is missing? We need more of ...	Opportunities
• Appetite for innovation and higher risk in government, access to government as a customer of innovation, regulation that supports (not hinders) innovation. • Promotion & visibility of the Canberra brand in innovation. • Talent, tech graduates with understanding and skills relevant to business, people to connect our R&D to external networks. • Larger engagement with industry, including national, peak bodies, NGOs, NCA, connectivity and collaborations with other states and regional councils, with other regional innovation hubs. • Physical spaces / land / real estate for innovation and business growth, access to facilities. • More connectivity with schools, entrepreneurial education in schools, we need more focus on young / future generations of entrepreneurs. • Investors - numbers, diversity, mandates, focus on different stages. Serious investment in innovation, attracting more multinationals.	Greater Federal government involvement in innovation (industry, defence, health). Education + outreach Community focused outcomes of innovation efforts that pool resources and drive collaboration. Narratives, storytelling, and promotion, shared language, communicating stories to the community. Reindustrialisation incentives (testbed). More outward focus Signposting, intros, facilitated engagement within the network. Smaller jurisdiction - should be easier to access and have greater ability to innovate in many industries. Connecting Canberra networks, increase ecosystem engagement through communication. Making 1 Moore St Canberra Innovation landing place. Visibility and celebration of outcomes and progress in the innovation space. Innovation education.

• We need more decision makers (policy, frameworks) to be more involved with the innovation ecosystem. • Industry specific champions. • Connectors and ways of connecting. • Whole of government approach, interest, and representation in innovation. • More export - focus. • More diversity and more understanding of this diverse businesses and their needs (people with disabilities, indigenous and CALD businesses, businesses focusing on disadvantage).	Canberra as innovation hub for Southern Region (Bega, Snowy, QPRC, ...). Developing connections to like-minded national and international innovation hubs. Attracting international innovators. SBIR type of programs to encourage local innovation purchased by governments and corporates. Talent attraction and retention strategies and programs. Focus on building sovereign manufacturing capability. Developing strong linkages between CSIRO and Universities.
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The forum identified the following 5 pillars and potential objectives as an input into CBRIN strategic planning discussion:

1. Integrating to National and Global Innovation Ecosystem

Objective: Strengthen Canberra's role in national and global innovation ecosystems.

- Secure federal government commitments to innovation and entrepreneurship support in Canberra.
- Develop partnerships that place Canberra as an integral part of the regional, national and global innovation networks.

2. Innovation infrastructure and climate

Objective: Build a resilient and adaptable urban and institutional environment conducive to innovation.

- Establish Canberra as a 'Testbed City' with earmarked funds for trials, experimentation, and innovation procurement programs.
- Establish and promote globally recognised innovation precincts.
- Support innovations that enable and attract dynamic and growing population.
- Provide externally focused network concierge services for the ecosystem.

3. Collaborative innovation and global reach

Objective: Make Canberra a hub for collaborative innovation and global business leadership.

- Foster authentic sector focused and cross-sector collaborations through collaborative innovation, both internally and externally.
- Accelerate the growth of Canberra-started businesses into global players through targeted support.

4. Talent and Skill Cultivation

Objective: Embed innovation and entrepreneurship in educational curricula and community programs.

- Implement entrepreneurship programs that engage citizens across the lifecycle, from children to seniors.

- Revise educational systems to include skills and subjects that nurture innovation and entrepreneurial thinking.

5. Sustainability, Wellbeing, and Community

Objective: Utilize innovation to improve community wellbeing and achieve long-term sustainability goals.

- Align innovation ecosystem efforts around climate tech and achieving Net Zero emissions by 2045.
- Innovate in ways that enhance Canberra's liveability and progress in wellbeing metrics.
- Engage broader community in innovation.

Evaluation

The event was evaluated through feedback form provided to participants at the end of the day via email. Key results include:

- 100% Net Promoter Score (propensity to recommend the event at 9 or 10 out of 10 only)
- 71% respondents considered the event Excellent.
- 29% evaluated the event was Very Good
- Nobody evaluated the event as good, fair nor poor.
- 43% of respondents felt the event met their expectations.
- 57% of respondents felt the event exceeded their expectations.
- None of the respondents felt the event did not meet their expectations.

Feedback collected post-event on facilitation and presentations included:

- *It is a great pleasure to have had the chance to participate in such an event. I would like to extend my thanks to Petr, Sharyn and the entire team. The speech was very passionate and informative, and I could see that there is definitely a lot of potential in the future for Canberra.*
- *Loved the structure/format of the workshop and how it lead into conversations/discussions in each of our groups.*
- *The talks were great and really helped set the tone for the rest of the day."*
- *The event was great as it facilitated and exchanged ideas, etc from across the room.*
- *Facilitation was great - inclusive and with energy.*
- *Well positioned to encourage thought by participants.*
- *Really great to finally be able to attend a CBRIN event. Great to hear from ACT gov and also well facilitated by Petr*
- *Very engaging, relevant and encouraging of frank discussions.*

Participant Testimonials (for future participants):

- *Get prepared for the many different ideas that will be shared at this event. It will be a brainstorming session that is innovative and lots of fun.*
- *This event provided an excellent opportunity to share ideas across participants and gain a greater understanding of the innovation ecosystem and how it can be supported.*
- *A focussed and fun half day to ideate and test our future vision aspirations and actions.*

- *A worthwhile and thought-provoking forum to consider the prosperity of our region, its people and beyond.*
- *Great representation from across the eco-system with everyone keen to listen, learn and collaborate.*
- *If you're interested in finding out more about the impact that CBRIN and the local innovation & entrepreneurship ecosystem is creating, I recommend attending this session. If you're someone who's interested in being a driver for the impact I've just mentioned above, you're really missing out on a great opportunity to contribute by not attending. Thanks for a well structured, concise and well delivered session team CBRIN.*
- *Fantastic forum to bring innovative-minded people together by providing opportunities to make connections, hear perspectives and initiatives from people you may not otherwise have had the opportunity to meet.*

SpaceHack 2023: Cybersecurity Edition

17 and 18 October 2023, 20 Participants, Canberra Innovation Network

SpaceHack 2023: Cybersecurity Edition (SpaceHack) was CBRIN's third annual space themed hackathon, hosted at the Canberra Innovation Network and sponsored by UNSW Canberra as a two-day, intensive, in-person competition for diverse teams of innovators interested in space, space technologies, innovation and entrepreneurship. Participants experienced workshops on ideation, business mapping and pitching. Over the two days the teams worked with 15 industry mentors to generate, evolve and pitch ideas to win the vote of the judges and secure prizes from the \$10,000 cash prize pool.

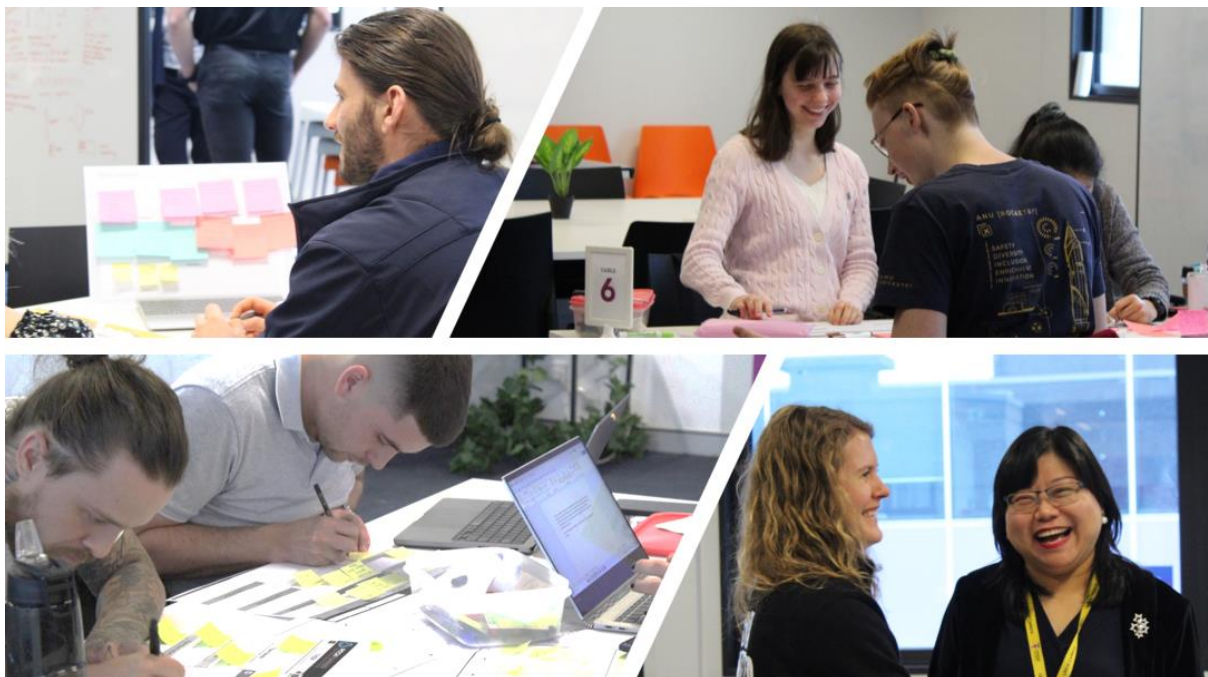


Image: Photos of SpaceHack



Image: Photos of SpaceHack

Spacehack 2023 Challenge Statement: *How might we contribute to the safety and success of current and future space endeavours? What novel solutions, on the interface of space-tech and cybersecurity, can you propose with the potential to be turned into a viable high growth business with global (intergalactic) potential?*

The Teams:

Winners - \$5,000: Vinsured, Team Vader

Problem: As space exploration advances, the critical need for a specialized space cybersecurity insurance firm to safeguard our space infrastructure becomes increasingly evident, ensuring the protection of vital orbital assets from emerging threats.

Solution: World first space-centric cybersecurity insurance company that brings the current industry of space insurance and cyber security insurance together.

Second Place - \$2,500: SatAssess, Team Lunar Orbiter

Problem: Cybersecurity risk analysis can take months to do and can cost up to \$20,000. This can result in small manufacturers bypassing risk analysis, leaving themselves vulnerable to cyberattacks.

Solution: SatAssess, an online simulation which assesses the potential risk of cyberattacks for new satellites. SatAssess will also create an optimal design plan for each subsystems using components from local Australian suppliers. Using a subscription model, SatAssess can keep costs low at only \$20 per month.

Third Place - \$1,500: Beyond Thrust, Team Scott Suter's Secret Solar System Sentinel Society of Security Specialists & Sorcerers

Problem: 60% of cyberattacks can be traced to unwitting insiders. Customers need security and it's hard to get right. Market leaders in security and ground station software are taking

a hands-off approach which is leaving specific needs and concerns in the ground industry unaddressed.

Solution: An all-in-one access management platform that integrates with existing access solutions, as well as ground station, as a service platform. This will provide access to partners, including industry and academic, in a secure way.

Resilience Award - \$500: AI Detection on Satellites, Team UC Student

Problem: 90-95% of satellites don't meet modern security standards. With cybersecurity attacks becoming more sophisticated against satellite systems, it's more important than ever that satellites are protected.

Solution: An AI model that is embedded into the hardware of satellites to review incoming data, onboard data & detect anomalies. Using machine learning, AI detection will identify threats immediately, increasing efficiency and reducing resourcing costs.

Completion Award - \$250: Orbital Asset Protection, Team AtlasTech Solutions

Problem: Global reliance on satellite communication is at an all time high, making it a prime target for cyber attacks. 4000 cyber attacks occur every day worldwide and the current, mean detection time of successful attacks is 242 days.

Solution: AI driven cybersecurity solution for anomaly detection on satellites. It operates entirely onboard spacecrafts via a hardware module, defending against unauthorized access and malware attacks by continuously analyzing network traffic and system logs.

Completion Award - \$250: Satellite Sensor Data Analytics, Team A

Problem: Transmission of confidential information often requires encryption. However, both the sender and receiver needs to be assured with a degree of proven confidence they can trust each other's internal protection systems.

Solution: Homomorphic encryption allows you to compute encrypted data. This type of encryption is quantum resistant, and privacy is mathematically guaranteed.



Image: Photos of the SpaceHack Judges (Ed Kruzins, Anna Moore, Chris Capon) & participants

Feedback

"I had an incredible experience at Space Hack! The event was not only enjoyable but also incredibly enriching. Winning first place was a huge honor, and I couldn't have done it without the fantastic support and opportunities provided by the organizers. I learned so much during the hackathon, from cutting-edge space technologies to teamwork and problem-solving. Space Hack is a must for anyone passionate about space, entrepreneurship and innovation". - Rohan Dayal, Participant

"I enjoyed this event and had a chance to meet new potential colleagues and friends. I also felt that CBRIN put a tremendous effort in organizing this event and everyone worked as a team. Thank you!" - Artem Lensky, Participant

"Quality of speakers was excellent! I was amazed at the level of talent and knowledge amongst mentors that the event was able to engage. I would highly recommend challenging yourself to participate in one of these awesome events! We learnt from some incredible people in the industry and made great new friends while solving problems." - Kyle Hughes, Participant

CIT Co-Design Collab Lab

22 November 2023, 23 Participants, Canberra Innovation Network

CBRIN and Canberra Institute of Technology (CIT) partnered to co-design an initiative for the executive leaders at CIT. The primary objective of this co-design Collab Lab was to identify the challenge areas that could be addressed through a series of four workshops in 2024. Using collaborative methods, CBRIN guided participants to work in small groups, identify major challenges faced by the leadership team and brainstorm innovative ways to address them.

During the three sessions of the Collab Lab, participants defined their meaning of innovation, entrepreneur and intrapreneur, providing examples of each. Participants then listed the challenges they're facing as executive leaders. These challenges will inform focus areas for the 2024 series of workshops. CBRIN produced a summary report that captures the innovative ideas, creative solutions, and collaborative spirit that emerged from the Collab Lab.



Image: Opening Statements from Christine Robertson, Acting CEO at CIT



Image: CIT Leaders Working Groups

Testimonials

'Engaging and encouraged thought provoking and was an open space where we could all voice our ideas!'

'Collegiate. It was good to have time to think and discuss about some of the bigger things facing the CIT, removed from the distractions of BAU.'

'It was clear all the groups during the workshop have a common theme on what we need to focus on with many overlapping problem statements. It was good to hear different perspectives and just have a moment to celebrate the amazing work that has been done in the last 12 months.'

2024 Trends Shaping the Creative Sectors - Collab Lab with artsACT

30 November 2023, 28 Participants, Canberra Innovation Network

CBRIN partnered with artsACT to host a half-day Collab Lab focusing on '2024 Trends Shaping the Creative Sectors' on Thursday, 30 November 2023.

The Collab Lab brought together 28 participants from the creative community of Canberra. These participants included representatives from the ACT Government, artists, musicians, actors, directors, entrepreneurs, local small to medium businesses, and researchers.

The goal of the Collab Lab was to encourage the creative community to engage with trends that may influence the creative sectors in 2024. The intent was to help guide the creative community on how they can identify and benefit from these trends to shape their own creative businesses and initiatives.

As the cost of living rises across Australia and globally, as new technologies emerge and are being used expansively in the creative sector, it creates pressures and changes the landscape for artists and creative businesses. The ability to foresee these changes and adapt using innovation in products, processes or business models will be key for the ACT creative sector to thrive in the long run.



Image: 2024 Trends Panel Session

Panel Discussion

The event commenced with a panel of three speakers who discussed what their expectations of 2024 trends were based on their backgrounds and experiences. Following the predictions, the panel engaged in a robust interactive discussion of the trends with the participants.

Trend themes discussed, included

Artificial Intelligence (AI)

- With AI being able to produce at rapid speeds, how will this impact the process of creation?
- If AI speeds up the process of creation, how will it impact aesthetics and the stories being told?
- Will the 'perfection' created by AI result in a desire for human created design?
- Will imperfections become more sought after by the public?
- If AI can write grants will all grants look the same?
- Will AI replace creatives? OR
- Will AI become a tool, with people using smaller, more nuanced platforms as part of their creative process?

Death of Platforms

- Seeing a refusal to engage in giant tech platforms like twitter
- What does this mean for promoting events and getting people to engage with the creative sectors online?

Pluriverse

- The pluriverse concept acknowledges the existence of many worlds that are individually different yet interconnected.
 - For example, a bat has its own world or 'verse' that is completely separate to a humans, as does a fish, but all aspects are all still connected within the same world.
- The integration of this concept into culture could lead to a more respectful and accepting society, and more sustainable and balanced progress.

Climate Collapse

- What steps can be created to rectify the damage done to the climate.
- The creative sectors play an important role in creating a culture of regeneration.

Improved Impact Measurements

- The creative sector needs to find better ways to measure its impact.
- Impact measuring can lead to greater visibility of the importance of art in society.
- It was suggested that on the national census, there should be a field created under the 'job' section, for 'second job', so the size of the creative community can be more accurately captured.

Policy

- 'Creative' was nominated as one of the top four values for the city of Canberra by the government. This will generate greater investment towards making Canberra a city that values creativity and creative industries.

Health and Creativity

- Arts as a means of non-medicinal intervention is starting to become recognised as an important player in wellbeing and health more broadly.
- How can we increase the collaboration between these two sectors? (Health and creativity).

Cost of Living

- This broadly impacts all aspects of in person events, community building and attendance.
- How can the creative community navigate these challenges?



Image: Panellists (Naomi Telushkin, Mitchell Whitelaw, Cathy Hope)

Workshop

After a robust discussion of themes by the panel and the audience, the workshop component was conducted in three sessions. During the first session, participants debriefed the trends, exploring what may have been missed, how the trends applied to the participants and the ACT more broadly. Session two encouraged participants to think about the challenges these trends could bring, as well as what they could derive from them and how to use these trends for the growth in participants organisations.

Each group shared their thoughts and reflections with the room after the first two sessions creating a collective experience from the workshop.

Session three was designed to be introspective, encouraging participants to make a commitment to themselves on how they were going to work with the trends in 2024.

The following themes emerged:

Session 1: Debrief

Missed Trends | Trends Relevant to the ACT | Trends Relevant to you:

- Recognition of the impact of online platforms, with a focus on platforms, in particular TikTok.
- Consideration of trends related to young people, promotion, and information gathering through digital means.
- Discussion on whether certain trends, especially those related to policy, are applicable to the local context (i.e., TikTok).
- Hopes for trends to be cost-effective and opportunities for partnerships.
- Promotion of stories/brands online.
- Emphasis on strategic planning, including creating calendars for events and theme-based activities (i.e., Halloween).
- The idea of using one concept on multiple platforms for broader reach.
- Distribution, venues, exhibition spaces, and local publishing.
- How online tools can be used to benefit the local artistic community.
- Exploring pathways beyond relying solely on online platforms.
- Recognition of the digitization push for arts organizations and concerns about the collapse of intellectual property (IP) structures.
- Awareness of the need for legal and policy frameworks to catch up with the rapid pace of the digital world.
- The need for more advocacy in the creative sector.



Image: Creative community discussing 2024 trends

Session 2: Growth

Challenges | Opportunities | Growth

- Saturation of creators, competitive content, turn-around timing, and the need to keep information fresh and engaging.

- Turn-around timings.
- Emphasis on strategic growth plans, sustainable business models, investment approaches, including the creation of calendars for future events.
- Thematic events, such as Halloween, highlighted as part of a strategic approach to engagement and growth.
- Continued focus on collaborations and partnerships as key drivers for growth.
- Cooperation with stores, online celebrities, and companies to enhance online and social media presence.
- Challenges in the broader ecosystem, including the impact of COVID-19, cost of living, and a lack of opportunities.
- Financial incentives (and increased support from government or other entities) needed to support the sustainability of the arts sector.
- The importance and desire of more collaboration with other sectors, such as health, education, building development, and the environment.
- Intersectionality and how it can bring about community connections and enhance the impact of artistic endeavours.
- Concerns about potential insularity (detached world of arts and creativity rather than interconnected as per the Pluriverse theory).
- The impact of AI and digitization on the cultural sector and the importance of maintaining authenticity.
- The importance of local audiences staying engaged and supporting smaller creative offerings, not just large institutions.
- Motivation for people to re-engage in local events and support low-cost options.
- Aspirations for global recognition, with a focus on attracting talent back to the ACT.
- The connection between arts and wellbeing.
- The need for arts and cultural organizations to provide authenticity, curatorship, and narration in the face of AI.

Overview - Other Collaborative Engagements

Apart from major collaborative innovation events as described above, the CBRIN team has engaged in other activities that utilised or benefited from collaborative innovation methods, including:

Collaborative Engagements	Date	Attendance
Advanced Manufacturing network meetup	12 October	7
The New Zeitgeist: Relationships & Emergence online workshop	24 October	20
Advisory Committee Meeting #22	30 November	6
Total		33

Advanced Manufacturing and Prototyping Network Meeting

12 October 2023, 7 Participants, Canberra Innovation Network

CBRIN hosted a gathering with representatives of the manufacturing departments from ANU, UC, UNSW Canberra, and CIT to discuss the potential creation of a collaborative space where the public would have access to the facilities at the universities. Additionally, this collaboration would assist in allocating funds of the manufacturing facilities at each university more strategically by preventing crossover and maximising resources.

The New Zeitgeist: Relationships & Emergence

24 October 2023, 20 Participants, online

The Collaborative Innovation Team participated in an online salon run by Bill Bannear to discuss the importance of valuing relationship creation as an important outcome in design. The key take away was that those in the innovation ecosystem should move away from trying to design the solution and instead design the conditions that enable the emergence of many solutions. The participants were made up of consultants, project/program managers, thought leaders and researchers, one of whom shared his Estuarine Framework. This framework can be used to measure intangible outcomes like relationship building. Overall, the discussion was a great opportunity to meet others in the innovation space and explore the power of relationship building in creating high impact solutions.

CBRIN Advisory Committee

30 November 2023, 7 Participants, Canberra Innovation Network

CBRIN's Advisory Committee guides the strategy, growth, and future impact of Canberra Innovation Network's events, activities, and programs. The Advisory Committee consists of members from CBRIN's foundation partners, as well as leaders from Canberra's innovation community. The Committee meets quarterly to discuss pre-determined topics selected by CBRIN's CEO. The focus of the session on 30 November (#22) was:

1. Scale ups and support for scaling up companies
2. The potential to organise the innovation ecosystem around themes, such as Net Zero Transition / Sustainability.
3. A debrief of learnings from 2 events attended by CBRIN CEO: The National Innovation Policy Forum at the Parliament House on 27 November 2023 and ClimateTech Innovation Showcase on 29 November 2023.

DIRECTION 2 ENTREPRENEURIAL CAPACITY BUILDING

Goal: Grow the entrepreneurial capacity of our innovation ecosystem by developing, delivering, and linking programs and resources that support growth of ambitious innovation and technology companies.

Under this direction, we help entrepreneurs develop skills in workshops, webinars, programs, and events, and facilitate a strong pipeline of founders of high growth companies. We conduct introductory meetings with entrepreneurs and triage them into other activities, connecting them with mentors and sources of funding and support. We support the Mill House Ventures to deliver programs that support innovative social enterprises (such as their GRIST accelerator program). We work with and support local mentors and investors to deliver an accelerator program (GRIFFIN) for selected early-stage startup entrepreneurs. We deliver incubation services for innovative startups and scale ups, research-intensive spinoffs, innovation projects, and ambitious innovative SMEs. Key incubation delivery methods are founder coaching sessions, peer to peer events, growth labs and mentor connections. We build a network of mentors and connect them to founders and innovative projects where they can add value.

Theme 2.1 Entrepreneur Pipeline

Objective: Build a strong pipeline of entrepreneurs and innovators and triage them into programs and services that support their progress, link them to funding, entrepreneur education and mentoring.

Key results: Strong and diverse dealflow of quality participants apply to growth stage initiatives in the ACT.

Events, Workshops and Programs Overview

CBRIN delivers events, webinars, panel discussions, and other engagements that inspire and inform entrepreneurs. The workshop program strengthens entrepreneurs' skills in key areas and strengthens their capacity to build high growth companies.

The table below summarises the activities that were done under this theme. Note that Net Promoter Score is used to measure participant satisfaction and is a harsh measure with scores ranging from -100% to +100%. A full explanation of how this is calculated is provided at the end of this report.

Workshop / Event	Date	Attendance	Net Promoter Score
Idea to Impact Workshop 3	11 October	30	-
Billion Dollar Panel Ask Me Anything	24 October	75	69%
Idea to Impact Workshop 4	25 October	31	-
Innovation Connect Grant Pitch Day	26 October	24	-
Idea to Impact Workshop 5	8 November	29	60%

Workshop / Event	Date	Attendance	Net Promoter Score
Advanced Startup Workshop: Selling to Grow	9 November	17	-
SME Breakfast	15 November	42	57%
Advanced Startup Workshop: Raising Capital and Negotiation Terms	16 November	14	67%
GRIFFIN Pitch Day (investment)	27 November	31	-
CSIRO ON Prime Program	Oct - Nov	32	-
Total	-	325	63.25%

Note: on dashboard reporting we excluded ON Prime as these participations are national (reported 325-32 = 293)

Billion Dollar Panel: Ask Me Anything

24 October 2023: 127 registrations, 75 attendees; NPS 69%, Canberra Innovation Network

The Billion Dollar Panel series provides a platform to hear firsthand from Canberra founders who have built and scaled a company. This event featured four innovation leaders in an “ask me anything” format to provide the audience with the opportunity to ask questions and engage with the panel.

Panellists were:

- **Elaine Stead:** Elaine has built an enviable career as a scientist turned entrepreneur turned venture capitalist. Elaine has worked with companies like Shoes of Prey, Blue Sky, CM Capital, Go1 and ANU Connect Ventures to name a few.
- **Matt Bullock:** Serial entrepreneur with successful exit of eWay business, mentor and active investor.
- **Anne-Marie Perret:** Anne-Marie is an experienced board director, advisor, mentor and early stage investor with a focus on high growth innovative technology companies.
- **Phillip Williamson:** Phil makes an impact by mentoring, investing, and supporting fast-growing companies that prioritize both growth and social responsibility.

Testimonials

“Excellent event - knowledgeable speakers who were willing to provide insight into their lessons learnt as well as how to maximise opportunities. Fantastic networking opportunity, would strongly recommend!” - Amanda Snashall

“Enjoyed the multi-participant panel style with interactivity and audience questions. This created more of a flow and engagement in the room which can be difficult for a single person + interviewer scenario - creates more LIFEFORCE!” - Harold Dimpel

“This event is especially valuable for aspiring entrepreneurs, or someone who is looking for an idea, a cofounder or simply to me like-minded people. Besides, there are not many opportunities where one can ask investors or successful entrepreneurs direct questions and receive answers. Billion-dollar panel provides you with such an opportunity. Personally,

thanks to this event, I was able to meet several start-up entrepreneurs, and discuss potential mutually beneficial collaborations.” - Artem Lensky



Image: Billion Dollar Panel 24 October 2023

Idea to Impact 10 Week Customer Challenge

4 October – 8 November 2023: 90 participations; NPS 60%

58 participants, 23 (40%) were female entrepreneurs, 43 projects

The Idea to Impact 10 Week Customer Challenge continued this quarter, with 58 participants across 43 projects. This quarter included three workshops and three accountability sessions. There were 90 participations across workshops three, four and five where we covered topics in:

- Prototyping and iterating
- Business model canvas
- Sales and pricing
- Incubation planner for next steps
- Pitching

The overall workshop NPS was 60% with participants enjoying the tools introduced and the collaborative nature of the workshops.



Image: Idea to Impact group photo with pitch mentors, workshop 5, 8 November 2023

Testimonials: *"You will get to spend dedicated time on your business proposal using practical tools. This is all delivered in a friendly collaborative environment with experienced presenters. You will meet people who inspire and help you get your project off the ground."*
- Fiona Buining

"Do it. Just sign up. I went in with a vague idea and no business. 10 weeks later I had a real business making real money. Can't thank everyone at CBRIN enough." - Jai Cummins

CSIRO ON Prime 14

October - November 2023, 32 attendees, Online & Melbourne

CBRIN continued to deliver an ON Prime cohort this quarter, with 3 online full day sessions, 4 coaching sessions and an in-person showcase being held. ON Prime is for researcher teams to explore the impact of their work outside the research institution.

The Canberran teams in the cohort included:

- ErythroSight (ANU)
- VIColours (ANU)
- Decision Analytics (UNSW Canberra)

ErythroSight has now progressed into the competitive ON Accelerate program. VIColours and Decision Analytics group have made good traction with potential customers.

Testimonials: *"This was arguably the most valuable program I've completed in my career. Learning to do science is one thing, but that's useless if the result is a dead end or you can spread your research. It helped me communicate science better, think about our research from a totally different point of view, and generally increases my confidence in all those soft skills."* - Anonymous participant

"It's helped me realised the true potential of my work, while simultaneously helping me adjust my approach to research my incorporating the problem (as experienced by the people who benefit)." - Anonymous participant



Image: CSIRO ON Prime Showcase

Intro Meetings

46 held this quarter.

The CBRIN Growth team regularly engages with new Canberra-based innovators and entrepreneurs in one-on-one meetings that can be booked via the CBRIN website. At these intro meetings we listen, ask questions, provide feedback and triage after we assess the relevance of the projects and level of progress into various programs; including Innovation Connect (ICON), SME Program, GRIFFIN Accelerator, The Mill House and Idea to Impact.

Intro Meetings aim to add value to entrepreneurs by asking thought-provoking questions as well as linking them to relevant support networks, or activities.

Testimonials:

"Everyone was really bubbly, knowledgeable and friendly. They also pointed me towards further activities and people to speak to which was really helpful. Thanks guys :)" – Stephen Lillington

Innovation Connect Grants

Innovation Connect (ICON) is a grant program that CBRIN delivers in partnership with the ACT Government since September 2018. ICON provides between \$10,000 and \$30,000 matched funded grants to support innovative projects towards developing a proof of concept or prototype and assist with the early stages of commercialisation.

Current Innovation Connect Grant Funding Round

70 applications received, 20 projects shortlisted, 9 recipients (4 have female founders)

The second ICON funding round of this year closed for applications 11 September 2023 (in Q1). A total of 70 expression of interest forms were received and the independent panel shortlisted 20 projects to pitch. CBRIN staff do not influence the decisions of the independent panel but provides support to the panel.

The Shortlist Pitch Day was held on Thursday 26 October 2023. The day was co-chaired by Glen Hassett, ACT Government and Petr Adamek, CBRIN. 19 applicants pitched to the panel, with a total of 9 projects receiving funding.

The panel comprised of experienced Canberra businesspeople across various industries:

- Anna Pino (Lighthouse Innovations)
- Karen Schilling (Canberra Cyber Hub)
- Keats Nealms (Australian National University)
- Michele Troni (Significant Capital Ventures)

October 2023 ICON Grant Recipients:

Project Name	Description	Funding Amount
Dragonfly Thinking	Dragonfly Thinking revolutionises problem-solving for policy and business leaders by introducing innovative AI-driven visual tools and techniques, enabling a more flexible and agile approach to complex problem analysis and intervention.	\$30,000

Endless Australia	Endless Australia pioneers the creation of premium, eco-friendly skateboard decks using 100% recycled and recyclable plastic bottle lids, catering to environmentally conscious skateboarders and collectors seeking sustainable, Australian-made alternatives in the adrenaline sports industry.	\$30,000
HOSKING Bikes	Hosking Bikes, founded by former professional cyclist Chloe Hosking and her husband Jack Lindsay, is a pioneering bike brand aiming to make cycling more accessible, offering affordable and customizable bike options while advocating for inclusivity and greater representation of women in the cycling industry.	\$30,000
Mobile shower commodes	Mobile Shower Commodes offers a range of accessible commodes designed to prevent falls and enable safe showering for people with disabilities and the elderly, providing a cost-effective solution for home care and hospital discharge needs globally.	\$30,000
SocialProtect	SocialProtect is a platform that automatically removes abusive comments from users' social media posts, providing real-time protection against online abuse for individuals and organizations, with a focus on enhancing the online experience and mental well-being of users.	\$30,000
TaperMate	TaperMate is a mobile app that empowers users worldwide to safely taper off medications causing withdrawal symptoms by providing evidence-based information, customizable tapering plans, symptom tracking, and access to expert advice and peer support.	\$26,000
Traceably	Traceably enables digital teams to seamlessly collaborate and design human centric digital solutions and services.	\$30,000
Waste Check Systems	WasteCheck offers an innovative IoT bulk bin weighing system for the commercial and industrial property sector, providing real-time waste weight data to enhance sustainability tracking and reduce excess waste charges.	\$28,000
Yarn	Yarn is a digital health platform addressing long speech pathology wait times, offering fun, evidence-based programs for children with speech and language difficulties, empowering parents to take action.	\$30,000
	Total	\$264,000

Grant acquittals this quarter

Eight projects acquitted their ICON grants this quarter, demonstrating how they met the milestones in their agreements. Key achievements included traction with investors, customers and significant progress with solution development.

1. SightData
2. Redirobots
3. Hydrogen Renewable Energy Australia
4. Archetype
5. Berrijam
6. Penwell
7. Pupoon
8. Easy Read Toolbox

Testimonials:

"This funding has enabled Sightdata to make crucial improvements to our product on both software and hardware fronts. Resulting in an increase to our adoption amongst existing clients and increased appeal to new clients. While also attracting collaboration and partnerships with other Australian companies." - Jay Humble, Sightdata

"We wanted to share the positive impact the grant has had on our project. Thanks to this opportunity, we were able to hire additional staff, which has led to significant progress in product development. Our customer base has also grown, and we are excited to continue expanding our reach." - David Hinwood, Redirobots

"The ICON grant greatly assisted in accelerating our product development to be ready for the beta launch. With the AI sector moving at a rapid pace it is critical for us to move as quickly as possible, and the ICON grant was instrumental to us achieving our goals for the launch." - Matt Lee, Berrijam

"Receiving the ICON grant was key to making the Pupoon project viable. As a Canberra mum of three and a one-person start-up, it was a challenge to make it all happen. But the grant validated my idea, helped me overcome large financial hurdles and gave me the impetus to keep going." - Rachel Hawes, Pupoon

SME Breakfast

15 November 2023, 42 attendees, NPS 57%, Canberra Innovation Network

CBRIN held a quarterly SME Breakfast with 42 SME leaders, representing a mix of SME Accelerator alumni as well as SMEs who have not engaged with CBRIN previously. The theme was 'Reflect, Refresh, Renew' which served as a foundation for valuable discussion amongst the attendees, where they shared their wins and lessons learned over the past year to set the stage for their growth in the year ahead. We also introduced participants to relevant programs such as CBASS.



Image: SME Breakfast participants in small-group discussions

"[The SME Breakfast] is a safe space to discuss challenges within the workplace with other likeminded individuals who may also face the same challenges in their own business and find solutions while encouraging safe networking spaces for individuals and small businesses. I found the breakfast to be a nice, casual setting which helped with any residual anxiety towards putting myself out there." - Crystal Young

Theme 2.2 Growth Programs and Incubation Services

Objective: Coordinate and deliver programs and services that contribute to growth of innovative ventures, including deep-tech, social enterprises, startups, scaleups and SMEs.

Key results: Ventures assisted (5) report significant milestones (jobs, capital raised, revenue, new markets). Measured by annual retrospective analysis of quarterly reports.

CBRIN acceleration and incubation assist growth stage startups (>\$100k investment or revenue) and accelerator startups selected by mentors including research spinouts.

The SME program engages with established Small and Medium Enterprises (SMEs) with innovation potential.

The incubation and scale up program aims to deliver targeted, impactful engagement with innovative projects that are innovation driven and one or more of significant capital raised, customer revenue or team expansion. Companies with substantial intellectual property assets are included where there are good prospects for commercialisation.

The above growth programs are delivered in a range of formats for specific groups:

- The Mill House Ventures - programs targeting social impact ventures;
- Founder Sessions - value add one on one engagement with entrepreneurs;
- Mentor network activation;
- Investor connections;
- Growth labs - targeted, intensive workshops with companies;
- SME Accelerator;
- Scale Up Leaders Group - small-group facilitated peer-to-peer discussions for leaders of companies at the scale up stage;
- GRIFFIN Accelerator - mentor led 3-month intensive program for startups selected by mentors;
- External program referrals

This quarter we tracked 76 ventures assisted by growth programs. Ventures assisted in these programs are well spread across startup, early growth, scale up and small business as shown in the table below.

25 (33%) of the ventures currently engaged are in the “deep tech” category, with significant intellectual property from research. 38 (51%), out of the 76 assisted this quarter are ventures beyond startup stage.

Distribution of Active Companies (by Category)	#	%
Startups	37	49%
Small business 3 - 20 FTE and innovation potential	6	20%
Early Growth: 100k to 1m raised, or 3+ FTE and innovation driven	15	7%
Medium business 20+ FTE with innovation potential	1	1%
Scale Up: Innovation-driven and >1m raised, or 20+ FTE employees	16	22%
Impact company: high growth and 50+ FTE	1	1%
Total ventures assisted this quarter	76	100%

The Mill House Ventures Limited

The Mill House Ventures (TMHV) supports social innovators to explore trading models that sustain and accelerate measurable impact in Canberra and region. The Mill House Ventures creates complimentary pathways through entrepreneurship for founders who are Change Agents looking for viable and sustainable ways to create, measure and sustain impact to address systemic disadvantage. The Mill House Ventures offers programs specifically catering to emerging and maturing social enterprises of our region. TMHV also provide work-integrated learning experience to University of Canberra students to provide them with exposure to this asset class and raise awareness of this way of trading.

- This quarter, the GRIST23 program concluded with the more than 115 people attending the GRIST23 Graduation & Impact Showcase held at Hotel Realm. The GRIST23 cohort below presented their impact reel and pitched their ask:
 - **Accessilife** - a central digital platform for people needing to purchase accessible equipment to assist families living disability needs, trauma and injury and those with short- or long-term mobility issues.
 - **Mama Connect** - creating community and understanding of the journey of Motherhood.
 - **RecycleAbilities** - a work integrated social enterprise (WISE) looking to create meaningful employment for people living disability through collecting recycle waste for the Container Deposit Scheme, increasing the effectiveness of this scheme and reducing landfill
 - **Hotel Mottainai** - profit redistribution to support local charities addressing homelessness by creating bespoke art-inspired short-term hotel-style accommodation using vacant corporate spaces in inner city locations

- **State of Mind Games** - an app to help minimise and reduce the negative impacts of online gaming
- **Cobeco** - a multi-faceted tool to develop and build capability and bridge difference to support creative collaboration across enterprise, community and industry
- **Data Conversation** - support people from under-represented populations to enter the data community
- **At Her Table** - creating community for women to support and encourage their spiritual journey

State of Mind Games withdrew during the program as Founder struggled with the extent of problem and whether this App would significantly address the problem through this idea.

- The TMHV team have been collaborating with representatives from the ACT Government Economic Development Directorate to finalise the grant guidelines and organise the announcement of "ACT Social Enterprise Grant Program". This two-year pilot funding program is designed for early-stage Social Enterprises and has \$310k available in 23-24 and \$340k in 24-25. The Chief Minister formally launched the program to attending media and sector stakeholders at alumni, Café Stepping Stone Dickson, on 8 December 2023.
- The TMHV team attended, and participated in, the CBRIN 2023 Innovation Forum
- The TMHV CEO visited a number of key industry stakeholders in Scotland which included meetings with senior and executive leadership of Social Enterprise Scotland, FirstPort Scotland, Community Enterprise in Scotland (CEIS) and Social Enterprise Academy
- The TMHV Board and Team undertook their annual Strategic Review and Planning session to finalise the TMHV Strategic Framework 2024-26
- GRIST22 Alumni, Belinda Newham from Decision Revolution, presented the Impact Evaluation and Reporting activity report to TMHV Board and Executive. Published Report expected in Q1 2024.
- TMHV finalised the Clinic Work Integrated Learning activity with three University of Canberra cohorts for a total of 150 Students. This activity includes researching the "big problem" of three local social enterprises, a Marketing Plan development activity and a separate Digital Health Check for three local social enterprises.

Table: The Mill House Key Activities

Total	Activity in Q2 (Oct -Dec 2023)	Notes
9	Social Enterprise Consultations	Oct - 8; Aug - 8; Sept - 14 Total - 30
1	GRIST23	Cohort Participants - 8
1	REFINE	Alumni Participants - 7
1	UC Social Enterprise Unit - 75 Students	Alumni Participants - 3
1	UC Marketing Plan - 45 Students	Alumni Participants - 3
1	UC Digital Health Check - 30 Students	Alumni Participants - 3



Image: collage of photos from the Mill House Ventures GRIST23 Graduation and Impact Showcase and launch of the ACT Social Enterprise Grant Program

Founder, Mentor, and Outreach Conversations

One of the most important ways the growth programs add value is through team members meeting directly with entrepreneurs and mentors.

Engagement	Numbers
Founder Conversations	140
Intro Meetings	46
Mentor / Expert / Investor Engagement	33
Coworker Engagement (subset of Founder Conversations)	36
Total Meetings	233

*Not including events

Intro Meetings are early contact with entrepreneurs - see section 2.1

Founder Conversations are a very important way that we add value to entrepreneurs by discussing business challenges or opportunities.

Mentor / Expert / Investor Engagement conversations enable the team to better understand the skills and interests of mentors, experts, and investors.

Coworker Engagement conversations are also tracked to support coworking - section 3.2

Mentor Network Activation

A key element of CBRIN's mission is to connect a wide range of mentors (including investors and experts) with relevant experience to entrepreneurs with the goal of empowering those entrepreneurs to have more impact. Mentors engage through showcase events, small

networking sessions, individual meetings, and a mentor newsletter. Recent activity includes but is not limited to:

- 51 mentors engaged or active
- 75 external connections tracked (referrals between entrepreneurs, mentors and investors)
- 2 mentor events facilitated (see details under 'Griffin Accelerator')
- 149 subscribers of the Mentor Newsletter (8 added since last quarter)
- 20 people added to the mentor database (9 are female)

Mentor Newsletter

The mentor newsletter engages mentors and investors in the network and highlights some of the exciting investment opportunities and news from startups. This newsletter is not designed to replace the CBRIN newsletter, but to provide different content that is highly relevant for the mentor and investor audience. This quarter, the newsletter was sent to 149 mentors, with an open rate of 46%, and click rate of 4.8%.



Image: Canberra Mentor Network Graphic

Testimonial for mentor, Harold Dimpel:

"Harold is not just a great supporter but an invaluable mentor for Canberra businesses. He's approachable, available to his mentees, and genuinely engaged in mentoring. His guidance on being realistic as an entrepreneur, using metrics and priority setting for success have been so helpful for Bakesale as we bake the world a better place. Thank you, Harold, for your unwavering support!" - Testimonial from Andrea Butler, Founder of Bakesale

Mentor and Investor Events

As part of the Mentor Network, CBRIN organises and participates in events. This quarter we supported Capital Angels by providing event space and helping to recruit entrepreneurs and invite investors. We also hosted several mentor engagement activities as part of the griffin accelerator program.

We engaged with investors visiting for an Innovation Bay event, including introducing two of the companies that pitched (Wildlife Drones and Nominal Systems) to Innovation Bay. We sent invitations to relevant investors and attended the dinner and pitch events with roughly 25 investors present.

Capital Angels Pitch Night

15 November 2023, 34 attendees, Location: Canberra Innovation Network.

The Capital Angels run quarterly pitch nights for the angel investor community in Canberra. The events are organised by Campus Plus, sponsored by CBRIN through use of the events space and support for dealflow.

The six companies that pitched were:

- CU Health: CU Health is Australia's first virtual healthcare practice and the leading wellbeing solution for businesses.
- Tennent Group: AI-powered compliance and automated security policy management for the Defence Industry.
- Ayla Health: Changing people's long term eating behaviours one habit at a time with flip-learning, custom meal planning and a food choice assistant powered by AI.
- Aristotle Meta Data: Helping organisations record information about their data, to provide evidence-based, positive outcomes for their stakeholders.
- Bardar: Connecting users to venues, artists and events in real-time and providing venues with valuable customer data.
- POP Canberra: POP provides a virtual shopfront for more than 250 producers from across the Canberra region to sell their handmade and artisan wares.



Image: Capital Angels Pitch Night 15 November 2023

GRIFFIN Accelerator

The GRIFFIN Accelerator is a three-month intensive program run by a group of seasoned Canberra entrepreneurs who invest in, host, coach and mentor selected startups to create successful high-growth businesses. At the conclusion of the program, teams pitch to the mentors to raise capital for their startups.

Current Program

The current program kicked off on 25 September 2023 with 14 teams participating in the accelerator program.

Each week, teams meet as part of an accountability session to set goals, track progress and support each other. Weekly seminars are also delivered with support from GRIFFIN Mentor's expertise and partners.

Content sessions included:

- 3 October: Startup Essentials with Craig Davis (CBRIN)
- 9 October: Business Roadmap with Craig Davis (CBRIN)
- 13 October: B2B sales and pricing with Robin Fieldhouse (Mentor)
- 16 October: Risk and opportunity finder with Craig Davis (CBRIN)
- 23 October: Finance for startups with Harry Hoang (Mentor)
- 30 October: Marketing strategy and plan on a page with Colin Anstie (Mentor)
- 6 November: Investor Pitching with Craig Davis (CBRIN)
- 13 November: 3 Clouds Thinking with Richard Cawsey (Mentor)
- 15 November: Office Hrs with Meg Williams from Blackbird Ventures
- 20 November: Cashflow walkthrough with Harry Hoang (Mentor)
- 21 November: Office Hours with KWM (Partner)
- 4 December: Program wrap up, next steps and reflection (CBRIN)
- 4 December: PWC Strategy and Risk (Partner)

GRIFFIN 10 Cohort:

14 teams were selected for the program by the GRIFFIN Mentors:

 **Berrijam:** A no-code AI SaaS platform empowering businesses to get insights and predictions on their data without the need for expensive data scientists.

 **RediRobots:** A robotics company that provides automated technologies to textile recyclers.

 **Dochrono / ADHD Toolkit:** An evidence based, non-pharmacological software for neurodivergent children in the education system.

 **Your Season:** An online fashion affiliate marketing platform that organises a huge selection of brands into seasonal colour analysis palettes, including a cataloguing portal for stylists, so that the customer can find their best outfits, first time, every time.

 **SelfTherapy:** Personalised therapy to upgrade your EQ, powered by AI.

 **Haast:** A B2B SAAS solution that helps organisations stay on top of their entire live digital presence across their own and third party channels, enabling them to find and resolve brand or regulatory compliance issues before they result in brand damage, lost revenue or even regulatory enforcement actions.

 **Penwell:** Penwell is a linguistic technology company operating in the education sector.

 **Waste Check Systems:** An automated waste bin weighing system for the commercial & industrial (C&I) property sector to deliver accurate waste weight data in the same format and time increments that Facility and Property Managers currently receive their energy and water data.

 **bakesale:** Local baker directory and marketplace that makes buying from local bakers a piece of cake!

 **Traceably:** A customer experience design and solution scoping platform that helps organisations visualise and align business objectives with customer needs and collaborate more effectively around a shared source of truth.

💡 **The Lumio Company:** Decision making platform for crisis simulation in the corporate and defence sectors.

💧 **HydRIC Desalination:** A new technology to desalinate water more efficiently.

📖 **DRENLO AI:** A natural language AI search engine for text and images, a private chatGPT based off your documents.

🧠 **Dragonfly Thinking:** ANU spinout implementing new structured analytical techniques for navigating complexity and creates visual practical tools for users by leveraging artificial intelligence and large language models.

Mentor Engagement. In addition to the regular meetups, events and content sessions, mentors are invited to fortnightly Zoom calls in response to feedback that they wanted additional peer support as mentors for the Griffin teams, particularly for new mentors in the cohort to learn from more experienced mentors.



Image: Griffin Mentor Zoom Catchup, 20 October 2023

GRIFFIN Accelerator Final Pitch Day

Monday 27 November 2023, 31 attendees (5 online), Location: Canberra Innovation Network & Zoom

At the conclusion of the program, 8 of the 14 teams pitched to the mentors for investment of up to \$100,000 from the GRIFFIN Ten trust. The trust decisions are made unanimously by the mentors who invest in the trust. The CBRIN team facilitates discussion but does not participate in the decision making. Four teams have been offered a total of \$180k investment from the GRIFFIN Ten trust with a total of \$190,000 invested across four teams. These transactions will be completed by the trust in the new year.



Image: RediRobots pitching to the Griffin Mentors, 27 November 2023

GRIFFIN Accelerator Annual Update

Monday 13 November 2023, 34 attendees, Location: Canberra Innovation Network, NPS: 67%

Each year, CBRIN hosts alumni teams, mentors and the current cohort gather for updates on the alumni companies. This is an opportunity for networking and reconnecting previous years' cohorts. Mentors connect with each other and discuss innovative projects. Entrepreneurs network with peers and also get support from mentors.

Testimonials "As a current Griffin Cohort member, it was really interesting to hear where the previous cohorts had ended up, and to see the ongoing relationships the teams and mentors have continued to nurture. It's a great tradition to be a part of!" - Teresa Wojcik, Your Season



Image: Photo from GRIFFIN Annual Update 13 November 2023

Scale Up Leaders Sessions

Scale up leaders sessions are facilitated high-value conversations between leaders of ambitious technology companies that are at the growth stage. Specifically, the companies are:

- Raising significant capital, typically Series A+
- Commercialising substantial IP or competitive advantage
- Rapidly growing their team or sales.

An experienced facilitator enables discussions between the business leader peers about relevant challenges they are experiencing or may be likely to experience soon. Conversation topics are introduced by the facilitator but also by participants. At times we invite guests with relevant experience. Participants also reflect on their progress and challenges in a high-trust confidential peer group conversation. In each session we usually introduce a conversation topic to get participants thinking about something important and also discuss topics they choose.

Session	Topic
17 October	Business Roadmap Speaker: Craig Davis Number of Participants:10

14 November	Deep Dive on IP Licensing Negotiations Speaker: Stephen Trowell Number of Participants: 18
12 December	Year Reflection and Founder Challenges including technology development delays and consumer marketing Speaker: Craig Davis and Irene Zhen Number of Participants: 7



Image: ScaleUp Leaders Session 14 November 2023

Testimonials:

"This was one of the best events I have attended. Frank, honest insights by a real founder, in the real world, dealing with real issues. Very inspiring." – Harold Dimpel, Founder.

Selected ecosystem company updates

Canberra companies raised \$124.8 Million this quarter

This figure includes capital raised from venture capital, angel investors and grant funding announced during the quarter. This figure reflects funds raised that CBRIN is aware of, noting the amount may be higher, in some cases raises are not publicly announced for various commercial reasons.

Capital raises known to CBRIN this quarter include: Skykraft \$120M, Haast \$1.2M, Fifth Domain \$3M, Smartlox \$600k.



Image: Photo of Skykraft team. Source: Smartcompany.com.au

The table below summarises alumni companies highlights this quarter. This includes significant progress updates and highlights for those companies, either as a direct or indirect result of CBRIN's assistance.

Company, description, update	Engagement (alumni)
ShowGo (Auditum All) - A streamlined audio description service and App for performance, theatre and film. Update: Finalist for the Accelerator for Entreprising Women Kickstarter Challenge	ICON
Cybermerc - We provide cyber security and threat intelligence products and services, connecting businesses for defensive collaboration against shared cyber threats in real-time. Update: Finalist for InnovationAus Awards for Excellence, Cybersecurity Award	Cyber Security Accelerator
Fifth Domain - Providing solutions across the entire employee lifecycle of cyber operators: from support for cyber educators through to solving cyber workforce recruitment and retention challenges. Update: Finalist for InnovationAus Awards for Excellence, Cybersecurity Award	UNSW Launch
MCi Carbon - Carbon platform technology that safely captures and converts industrial CO2 emissions into solid bulk materials. Update: Featured on the cover of magazine, The List	Scale up leaders group
PPB Technology - food diagnostic tests for on the spot analysis of foods, beverages and other biological samples. Update: Australian Good Design award for CYBERTONGUE® invention	Griffin, Scale up leaders group, ICON
Seitec - Creating innovative technology based on seismic instrumentation. Update: secured a \$4.2 million contract with Defence for the development of UXOTrackS.	Griffin, Scale up leaders group
Skykraft - Skykraft is an Australian space services company that specialises in the conceptualisation, design, manufacture and operations of SmallSat constellations for the delivery of global services. Update: Announced \$120M raise, Major investors include Foresight Group Australia, OPTrust, and Main Sequence.	Scale up leaders group, UNSW Launch

Company, description, update	Engagement (alumni)
Smartlox - smartlox is a solution business that utilises bluetooth controlled devices (bluetooth padlocks and other controllers) and develops enterprise software solutions to provide both access control and safety solutions. Update: Successful seed round funding of \$600k.	SME Accelerator, ICON
Walk In Clinic for Animals - Veterinary clinic that provides low-urgency care after-hours for pets of all ages and breeds. Update: Opened second clinic in the Gold Coast.	SME Accelerator
Wildlife Drones - Drone technology to track the movements of some of the world's most endangered species. Update: Founder awarded Canberra Women in Business Business Woman of the Year and Innovation of the Year	Scale up leaders group

DIRECTION 3 PLACEMAKING

Goal: Strengthen the role of CBRIN as the ACT's central innovation hub with active linkages to a powerful network of innovation precincts that work together to grow new industries and solve complex problems by leveraging science, innovation and entrepreneurship.

This direction will deliver Ecosystem Engagement activities, such as: marketing and events to connect people to programs and initiatives of the ACT innovation ecosystem; profiling of and strengthening engagement with under-represented groups, such as women, Indigenous entrepreneurs, creatives, LGBTQI and people with disabilities; public relations and related activities to tell the stories of Canberra-born innovation and entrepreneurship and to position Canberra as the place where science and research meets innovation and entrepreneurship; activities to strengthen engagement with Foundation Members, Gold Partners, innovation precincts, key sectors, other connected innovation hubs and initiatives, and the broader region; and target relevant national or international events to promote the Canberra innovation ecosystem. CBRIN also delivers entrepreneur-focused subsidised coworking and community building activities as a fundamental building block of the Innovation Hub at 1 Moore St, Canberra. We work with the ACT Government to expand space within the 1 Moore Street Hub to Level 4 and we work with operators of other innovation hubs (such as UNSW) and precincts across in the Canberra region to coordinate a connected offering for innovative entrepreneurs.

Theme 3.1 Ecosystem Engagement

Objective: Collaborate to design and deliver a comprehensive set of engagement activities and events that connect, empower and diversify our innovation ecosystem and support delivery of this workplan through effective communication and marketing.

Key results: Canberra innovation ecosystem breadth, connectivity, diversity, and brand reputation strengthen.

The CBRIN marketing and events team was successful in placemaking endeavours and hosted many events with high attendance numbers which can be directly attributed to the marketing efforts across traditional media and social media platforms.

Summary: Throughout the quarter, 64 events were either led by CBRIN, or hosted in our space, all being marketed to our ecosystem. These events attracted 2,671 participants.

CBRIN held 3 co-hosted First Wednesday Connect events offsite this quarter. July First Wednesday Connect was co-hosted by ACT Government and had 314 registrations which is the largest First Wednesday Connect on record, since 1 July 2015.

Marketing overview and efforts: Across the quarter the Marketing and Communications team maintained focus on key strategic objectives, including audience development, visual and messaging consistency, and increased engagement.

The team's biggest campaign was the 2023 Innovation Showcase with marketing efforts beginning 3 months prior to the event. The campaign was social media-based with an objective of achieving high registrations to the event. Earned, owned and paid media was designed and deployed across the 3 months, with efforts ramping up 2 weeks out from the event. Marketing efforts were "always on" and included social media ads, news articles in

collaboration with Region Media, radio interviews, posters around the city, newsletter blasts, WOM, competition-based marketing, and text message blasts. The objective of receiving 600 registrations for the event was achieved, reaching 673 regos by the time of the event.

LinkedIn continued to be the best platform for audience engagement and conversion with most posts receiving a high number of reaches, comments, likes and reposts. CBRIN showed up in a high number of searches each week and our following had a continued and steady growth. A continued goal of the CBRIN marketing team is fostering a collaborative network with partners and other marketing professionals within Canberra. This allows us to increase our audience and reach, and these contacts become brand ambassadors, sharing our events, programs and workshops with their networks.

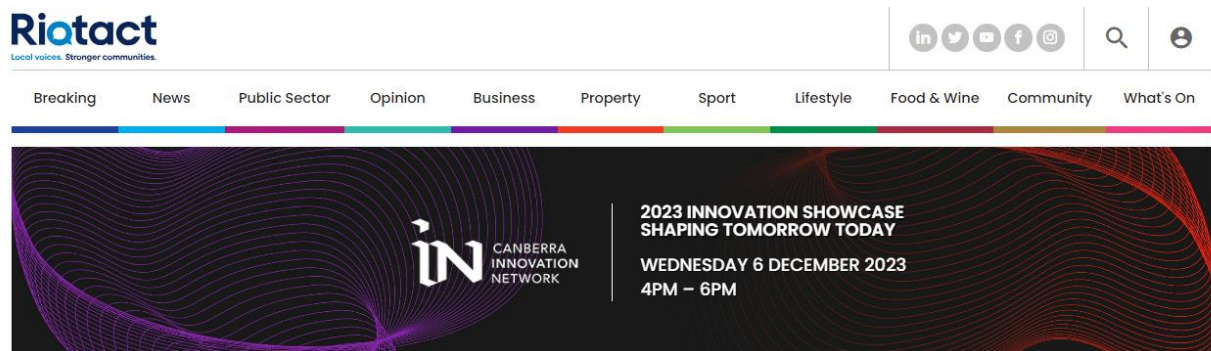


Image: Region Media Buyout for the 2023 Innovation Showcase.
Ad went up for 24 hours on 29 November 2023.

Media & PR

- AllFestivals (Event Listing): [First Wednesday Connect](#) - 24 September 2023
- HerCanberra: [How to make friends in Canberra](#) - 11 October 2023
- HerCanberra: [How this co-working space is helping four female founders flourish](#) - 26 October 2023
- OurCanberra: [Businesswoman of the Year flies high](#) - 9 November 2023
- RiotACT: [Innovation Showcase 2023](#) - 23 November 2023
- Get the word out: [PRESS RELEASE: A Celebration of Innovation](#) - 27 November 2023
- RiotACT: [Local innovators converge on annual Innovation Showcase to inspire you](#) - 28 November 2023
- RiotACT: [Things to do in Canberra this week \(1 - 7 December\)](#) - 30 November 2023

TV, Radio & Speaking Engagements

- Kelly Cruz and Akeel Feroz (Manager, Launch Partnerships and Innovation, UNSW) were featured on ABC Radio afternoons to speak on their upcoming SpaceHack event.
- Petr Adamek featured on Amplify Radio (104.7 and 103.6) speaking on Innovation Showcase

- Petr Adamek featured on 2CC radio speaking on Innovation Showcase



Image: Kelly Cruz and Akeel Feroz speaking on ABC Radio Afternoons about SpaceHack

Video, Photo, Web & Design

- Mude captured the October FWC - 4 October 2023
- Oculo Digital filmed the October FWC - 4 October 2023
- Oculo Digital filmed SpaceHack - 17 - 18 October 2023
- Mude captured Billion Dollar Panel - 24 October 2023
- Oculo Digital filmed November FWC - 1 November 2023
- Mude captured November FWC - 1 November 2023
- Oculo Digital captured Female Founders - 7 November 2023
- Mude captured Female Founders - 7 November 2023
- Mude captured GRIFFIN Day - 13 November 2023
- Mude captured Innovation Showcase - 6 December 2023
- Oculo Digital filmed Innovation Showcase - 6 December 2023
- [Oculo Digital created a Coworking video to use for advertising purposes](#)

Innovation Station

CBRIN's regular blogging platform engages with the innovation community, profiles entrepreneurs, innovators, and businesses, and shares industry news and CBRIN highlights. Articles are shared on owned-and-operated channels. Topics for this quarter included but not limited to:

- [Pitch List First Wednesday Connect October - 5 October 2023](#)
- [Meet the Team: Courtney - 11 October 2023](#)
- [Meet the Team: Shash - 11 October 2023](#)

- [Global Entrepreneurship Congress Recap - 18 October 2023](#)
- [Two-way mentorship a recipe for Canberra's thriving innovation ecosystem - 24 October 2023](#)
- [How this co-working space is helping four female founders flourish - 27 October 2023](#)
- [Pitch List First Wednesday Connect November - 2 November 2023](#)
- [Women in Innovation: Teresa Wojcik, Your Season - 6 November 2023](#)
- [2023 Innovation Showcase Pitch Profile: Zak Farag - 9 November 2023](#)
- [2023 Innovation Showcase Pitcher Profile: Belinda Newham - 9 November 2023](#)
- [2023 Innovation Showcase Pitcher Profile: Daniel Stevens - 10 November 2023](#)
- [2023 Innovation Showcase Pitcher Profile: Teresa Wojcik - 10 November 2023](#)
- [SpaceHack 2023 Recap - 13 November 2023](#)
- [2023 Innovation Showcase Pitcher Profile: Fiona Buining - 14 November 2023](#)
- [2023 Innovation Showcase Pitcher Profile: Christopher & Maxwell - 14 November 2023](#)
- [Meet the Team: Ben - 15 November 2023](#)
- [2023 Innovation Showcase Pitcher Profile: Harold Dimpel - 16 November 2023](#)
- [2023 Innovation Showcase Pitcher Profile: Maddalena Easterbrook - 16 November 2023](#)
- [2023 Innovation Showcase Pitcher Profile: Maria Jerez - 16 November 2023](#)
- [Women in Innovation: Davina Mansfield, COO Viden - 16 November 2023](#)
- [A Celebration of Innovation - 28 November 2023](#)
- [Local innovators converge on annual Innovation Showcase to inspire you - 1 December 2023](#)
- [2023 Innovation Showcase Pitch List - 8 December 2023](#)
- [The Showcase That Highlights The Amazing Innovators Of Canberra - 12 December 2023](#)
- [2023 End of Year CEO Message](#)
- [Coming to the Canberra Innovation Network in 2024](#)

Stories (media or blogposts that highlight local entrepreneurs or innovation companies): 12

Top Engagement Posts on Social Media

- [UNSW Canberra Launch posted about SpaceHack which received 19 reactions, 1 comments and 3 reposts.](#)
- [Teresa Wojcik mentioned CBRIN in her post about having an inspiring chat with the Marketing Team at CBRIN which received 16 reactions and 2 reposts.](#)
- [Dr Chaturica Athukorala mentioned CBRIN in her post promoting the November Female Founders event which received 41 reactions and 1 repost.](#)
- [Matt Tomkins posted about his experience at Billion Dollar Panel.](#)
- [Colin Anstie mentioned CBRIN in his post about taking part in helping the Griffin Accelerator Cohort which received 81 reactions and 20 comments and 1 repost.](#)
- [Scott Obara mentioned CBRIN in his post about reaching a major milestone with the first Beta push to production which received 91 reactions, 14 comments and 1 repost.](#)
- [Marcus Dawe GAID mentioned CBRIN in his post about making the cover of this years Australia's Top 100 Energy Players which received 179 reactions, 14 comments and 7 reposts.](#)
- [Zak Farag mentioned CBRIN in his post about 2023 Innovation Showcase which received 15 reactions and 5 comments.](#)
- [Belinda Newham MAICD mentioned CBRIN In her post about 2023 Innovation Showcase which received 25 reactions and 3 comments.](#)
- [Petr Adamek mentioned CBRIN In his post about 2023 Innovation Showcase which received 103 reactions, 9 comments and 3 reposts.](#)

Click [here](#) to view the full social media engagement report.

Paid Advertisement Insights

To reach a larger audience, we ran several advertising campaigns throughout the quarter promoting events. The goals of the campaigns varied from link clicks and general awareness. The target audience was not gender or age-specific; however, it was targeted to those living in Canberra and a 100km radius to include regional locations like Yass, Goulburn and Braidwood. Behaviour and psychographic segmentation targeted those interested in entrepreneurship, innovation, Canberra small business, business etc.

Campaign Name	Reach	Impression	Link Clicks	CPC (Cost Per Click)
SpaceHack	8,671	18,069	137	\$0.73
Female Founders (Boost Facebook)	2,057	3,162	55	\$0.45
Coworking Video Brand Awareness	38,106	30,682	n/a	n/a
Female Founders (Boost Facebook)	2,035	2,493	40	\$0.75
Billion Dollar Panel (Boost Facebook)	3,500	5,030	173	\$0.17
Showcase (Boost Facebook)	2,419	3,835	39	\$0.66
Showcase (Awareness)	38,619	28,983	n/a	n/a
Showcase (Link Clicks)	10,684	16,724	125	\$0.80
Showcase (Boost Facebook)	1,968	3,200	13	\$1.90
Showcase (Boost Facebook)	2,841	4,097	34	\$0.88
Showcase (Boost Facebook)	2,643	4,491	49	\$0.61

Social media insights

	Facebook	Instagram	LinkedIn
Reach	75,490 (increase of 308.3%)	18,748 (increase of 231.6%)	N/A
Profile visits	2,293	616	333
Followers	5,563	2,303	6,293

	Facebook	Instagram	LinkedIn
New followers	15	36	68
Post reach	2,800	19,400	N/A
Post engagement	175	450	N/A
Impressions	N/A	N/A	30,339

Top Performing Organic Posts

Top-performing organic posts

Here are posts that have performed well over the last 90 days. Understanding what's working can help you decide what to create and share next, so you can keep up the great work.

Highest reach on a post ⓘ



Facebook post
Canberra Innovation Network added 10 new photos to the...
26 Nov 2023, 21:54

This post's reach (1,256) is **182%** higher than your median post reach (446) on Facebook.

Highest reactions on a post ⓘ



Facebook post
Genevieve Jacobs, best known for her time on ABC Radio Canberra &
5 Dec 2023, 01:00

This post received **533%** more reactions (19 reactions) than your median post (3 reactions) on Facebook.

Highest comments on a post ⓘ



Facebook post
Female Founders will return in 2024 on Tuesday 13 February!...
28 Dec 2023, 01:00

This post received 1 comment compared to your median post (0 comments) on Facebook.

Image: screenshots of top performing organic social media posts

Weekly Newsletter Statistics

9,811 (92 new) contacts, 5,964 subscribers (40.4% female)

The newsletter contacts saw a slow but steady increase over this quarter before the showcase and our marketing blasts. There was a clear increase in clicks per unique opens and click rate as shown below.

Table: Weekly Newsletter Click rates

Stats	4 Oct	10 Oct	17 Oct	24 Oct	31 Oct	7 Nov	14 Nov	21 Nov	28 Nov	12 Sep	5 Dec	12 Dec	19 Dec
Average Open Rate	29.2%	29.5%	32.3%	30.9%	29.5%	35.0%	34.7%	30.9%	29.7%	28.1%	30.5%	31.9%	27.8%
Average CTR	1.9%	2.3%	3%	1.7%	1.9%	1.7%	2.6%	2.1%	2.3%	2.0%	3.1%	2.2%	1.4%

The highest rating newsletter based on average open rate was sent on 7 November 2023, receiving an open rate of 35.0%. The theme the upcoming SME Breakfast. The newsletter with the highest click through rate was sent on 5 December 2023 with a 3.1% rate. The newsletter featured the Innovation Showcase and encouraged viewers to view and download the brochure.

Website performance

Sessions ⓘ 11,372 ↓ -22% vs. Previous 92 Days	Pageviews ⓘ 29,348 ↓ -32% vs. Previous 92 Days	Avg. Session Duration ⓘ 59s ↓ -14% vs. Previous 92 Days	Bounce Rate ⓘ 26.5% ↓ -9% vs. Previous 92 Days
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Image: Website performance statistics

Events & Engagement

This quarter CBRIN registered 2,188 participants for 66 events

Year-to-date: 4,859 participants for 130 events

	Events	Participants
October 2023	30	723
November 2023	27	729
December 2023	9	736

Regular Recurring Events: CBRIN Extended Team Meeting, First Wednesday Connect, Female Founders (bi-monthly), Stakeholder Advisory Committee (quarterly), Billion Dollar Panel (quarterly)

First Wednesday Connect

Overall, CBRIN has collected 9,733 unique registrations for 95 First Wednesday Connects and Innovation Showcase events since 1 July 2015.



Image: Photo collage from First Wednesday Connect October and November 2023

First Wednesday Connect 4 October 2023

Hosted by ANU Research School of Physics, 60 Mills Road, Acton

212 registrations: 49% new participants

Audience: 30% entrepreneurs, 11% students, 8% Corporate, 8% public servants, 6% creatives, 3% SME, 14% researchers, 1% investors and 19% other

Speakers:

- [Professor Tim Senden](#), Director, ANU Research School of Physics
- Robin Fieldhouse, [Tumut River Brewing Co.](#)
- Victoria Zinnecker, [New Frontier Technologies](#)
- Hayley Maddox, [2023 Innovation Showcase](#)
- Ilya Shadrivov, [HYREA](#)
- Jean-Armand Bouthe, [ANU Work Integrated Learning Programs](#)
- Ben Alexander, [Alfred](#)
- Courtney Kovac, [SpaceHack](#)
- Tom McGoram, [Heavy Ion Accelerators](#)
- David Keightley, [Quantum Brilliance](#)
- Ying-Yi Chih, [ANU College of Business and Economics Internship Program](#)
- Ken Baldwin, [Sustainable Canberra Expo 2023](#)
- [Dr Bronwyn Orr](#), Urgent Veterinary Care
- Petr Adamec, CBRIN wrap up
- [Blog post](#)

First Wednesday Connect 1 November 2023

Hosted by the Centre for Entrepreneurial Agri-Technology at the ANU Birch Building, 35 Science Road, Acton

215 registrations: 41% new participants

Audience: 35% entrepreneurs, 10% students, 11% Corporate, 6% public servants, 6% creatives, 7% SME, 6% researchers, 3% investors and 16% other

Speakers:

- [Professor Owen Atkin](#), Director of CEAT
- Katie Mills, [NatureHelm](#)
- Dr Rasit Abay, [Horti AI](#)
- Tash Kelly, [Female Founders](#)
- [Sasha Mikhayev](#), Varroa Mite Surveillance
- Aaron Tranter, [Floquet.ai](#)
- Dr Caitlin Byrt, [Membrane Transporter Engineers](#)
- Shashank Bokil, [SME Breakfast](#)
- Stephen Trowell, [PPB Technology](#)
- Catherine Prosser, [Tender Funerals](#)
- Petr Adamec, CBRIN wrap up
- [Blog Post](#)

Innovation Showcase 6 December 2023

Thoroughbred Park, 1 Randwick Road, Lyneham

626 registrations: 48% new participants

Audience: 27% entrepreneurs, 9% students, 13% Corporate, 10% public servants, 5% creatives, 7% SME, 5% researchers, 3% investors and 21% other

Speakers:

- MC Genevieve Jacobs, Region Media
- Petr Adamec, CEO, Canberra Innovation Network
- Chief Minister Andrew Barr
- Davina Mansfield and Anthony Barnes, [Viden](#)
- Belinda Newham, [Decision Revolution](#)

- Fiona Buining, [Ainslie Urban Farm](#)
- [Zak Farag](#), Psyquility
- Maria Jerez, [Accessilife](#)
- Harold Dimpel, [Rocket Remit](#)
- Teresa Wojcik, [YourSeason](#)
- Daniel Stevens, [Seitec](#)
- Christopher and Max Warren, [My Green Butler](#)
- Maddalena Easterbook, [Future Swirl](#)
- [Blog Post](#)



Image: photo collage of pitchers and attendees at the 2023 Innovation Showcase

Tradeshow and Activations:

- [UNSW Canberra](#) and [Launch](#)
- [CSIRO](#)
- [Endless Australia](#)
- [Australian National University](#)
- [HiveIQ](#)
- [Canberra Institute of Technology](#)
- [Campus Plus](#)
- [Kite Shield Interactive](#)
- [All First Nations](#)
- [CBRIN Coworking](#)
- [Heaps Normal](#)
- [Hosking Bikes](#)
- [bakesale](#)
- [ACT Tradestart](#)
- [University of Canberra](#)
- [PPB Cyber Tongue](#)
- [Gymaware](#)

- [Badji](#)
- [Xtreme Compute](#)
- [King & Wood Mallesons](#)
- [Canberra Cyber Hub](#)
- [Altina](#)



Image: photo collage of activations at the 2023 Innovation Showcase

Prizes

At this year's Innovation Showcase we asked pitchers how they were "Shaping Tomorrow Today". Attendees were invited to vote for their favourite pitch, and three prizes were awarded: Second runner up \$500 - Fiona Buining, Ainslie Urban Farm, First runner up \$750 - Christopher and Max Warren, My Green Butler, Crowd favourite \$1,000 - Zak Farag, Psyquility. There were 25 entries to the poster competition and 12 finalists. Crowd voted favourite \$500 - Sylvie Chen, [Music for Canberra](#)



Image: 2023 Innovation Showcase poster competition finalists

Testimonials: "The thing I enjoyed most about attending the Showcase was catching up with all the people I've met throughout the year, and seeing how happy and grateful they are with what the Canberra Innovation Network Eco-system has enabled them to achieve this

year. But more so, seeing the confidence they have in the foundations they've built this year, and how this now becomes their platform from which they launch into 2024." – Brad Franzen

"A well oiled machine. No technical issues. Tightly scheduled. Well thought through. 5 stars. Would recommend!" – Matthew Dunstone

"The Canberra Innovation Network 2023 Innovation showcase was a huge hit and our Activation was an awesome opportunity to show our community what we have achieved so far, while hearing some amazing pitches from other innovators!" – Matt Tomkins

Female Founders

There have been 1,315 registrations for 25 Female Founders events since 24 March 2020.

Female Founders 7 November 2023 - What Can Happen in a Year with Dr Chaturica Athukorala

Level 5, 1 Moore Street, 66 registrations: 64% new participants

The last Female Founders event for the year featured a fireside chat led by Hala Batainah, CBRIN Chair. Guest speaker, Chaturika Authukorala, Co-Founder and CEO of Aurabox, spoke about how much can happen in a year as Aurabox have seen rapid growth in the last 12-18 months.

Testimonials

"Inspirational and motivational speaker with a soft approach yet firm in her direction and clear on her goals. Looking forward to seeing more speakers in the future." – Steph Canet

"Such an incredible vibe in the room. So much collaboration and inspiration all around us." – Chelle Melbourne



Image: photo collage from Female Founders November

Regional, National and International Engagement

- Vietnamese Delegation visited CBRIN - 20 October 2023
- UK Delegation visited CBRIN - 20 October 2023
- Hinduja Group visited CBRIN with the Australia India Association - 24 October 2023
- Realise Business advisors visited CBRIN from Sydney, NSW - 9 November 2023
- CBRIN had a visit from the Czech Ambassador - 22 November 2023
- Petr Adamek, CEO, participated in Australian Clean Technology Showcase in Sydney, 27 November 2023
- Delegation from Singapore Economic Development Board visited CBRIN - 7 December 2023
- Craig Davis GM Growth visited UNSW Founders in Sydney - 7 December 2023
- Irene Zhen Delivered one cohort of On Prime in Melbourne - October to November 2023
- Irene Zhen mentored the ON Accelerate selection bootcamp in Sydney - 21 to 23 November 2023
- Ministry of Trade and Industry of Singapore visited CBRIN - 7 December 2023



Image: Vietnamese Delegation visit 20 October 2023



Image: UK Delegation visit 20 October 2023



Image: Hinduja Group visit 24 October 2023



Image: Ambassador of the Czech Republic visit 22 November 2023



Image: Singapore Economic Development Board visit 7 December 2023

Other Event Support & Engagement

- Blueegg held their EUX Catch up in the CBRIN Lab - 18 October 2023
- Better Renting held a two day workshop series in the CBRIN meeting rooms - 26 - 27 October 2023
- CBRIN Team attended Innovation Bay Angel Investor dinner - 14 November 2023
- CBRIN sponsored the room hire for the Capital Angels event - 15 November 2023

- CBRIN sponsored use of the Events Space for the Giants breakfast information session - 16 November 2023
- Irene Zhen was a judge at the UC Capstone projects - 15 November 2023
- CBRIN staff attended the Accelerator for Enterprising Women Kickstarter Challenge breakfast - 29 November 2023
- Sharyn Smith judged the Burgmann year 9 shark tank pitch - 5 December 2023
- Human Factors Group hosted workshops in the CBRIN Events Space - 7 December 2023
- Craig Davis presented at an OCRT event - 15 December 2023
- Canberra Cyber Hub hosted a number of events in the CBRIN Events Room this quarter and co-sponsored the cyber-security focused SpaceHack
- CBRIN sponsored room use for the Berrijam AI Talks events - October to December 2023



Image: EUX Canberra Event 18 October 2023

Theme 3.2 Innovation Hub(s)

Objective: Deliver and grow coworking in the central innovation hub, work with others to connect their hubs into a network offering for entrepreneurs & innovators in Canberra and beyond.

Key results: Capacity and interactivity of diverse offerings that accommodate innovative companies in Canberra grows.

Coworking at Canberra Innovation Network

CBRIN's Coworking space is a thriving community of entrepreneurs, startups, researchers, and innovators. Located in the heart of Canberra's CBD, CBRIN Coworking is dedicated to fostering the innovation community. With access to meeting rooms, breakout spaces, a shared kitchen and dining space, high speed internet with Wi-Fi coverage across the whole floor of 1,600 m², printing facilities and support, as well as access to private mentorship, we aspire to create the perfect place to launch and grow an innovative business in Canberra. Offering "more than just a desk;" CBRIN coworkers have privileged access to mentors, experts and exclusive events tailored to their needs.

Coworking is an integral part of the CBRIN pipeline, with residents frequently participating in growth programs, events, and collaborative events, as attendees, panel members, and mentors.

Key Achievements & Activities this Quarter

- 7 events for the community to spark networking and collaboration.
- Monthly Coworking Newsletters: 205 active subscribers with an average open rate of 40%.
- CBRIN Coworking companies have to access credit with AWS; currently evee, Rosella Street and XstreamCompute are registered.
- 10 Griffin teams worked in the coworking space as part of the GRIFFIN Accelerator
- 6 coworkers attended Expert Office Hours with Joshua Mead, Senior Associate at King & Wood Mallesons (noting that 5 attended as part of the GRIFFIN accelerator offering)
- CBRIN Coworkers were invited to attend the private lunch and learn hosted by Launch on Northbourne on the topic "Marketing for SMEs". One coworker attended.
- As of 30 December 2023 there were:
 - 85 companies active in CBRIN Coworking, with 4 new companies joining the space.
 - 211 active members
 - 79 full-time memberships (dedicated desks), 111 part-time memberships (community desks), and 21 casual members this quarter.
 - 77% occupancy rate for full time desks
 - Female members: 82 (39%)
 - CALD members: 57 (27%)

Testimonial:

I [...] appreciate all the 'little' things that make for smooth running of the coworking space. Everyone is super approachable, helpful and open! It is that 'vibe' that [we] love the most about working here.



Image: new coworkers Kyle Hughes, (Founder, AtlasTech) and Brad Franzen (Founder, Ozstream) excited to have their names on the "In Our Space" wall

Companies working in the CBRIN Coworking Space this Quarter:

ADS Solar	Dochrono	MIIROKO
Agape	Dragonfly Thinking	Modern Methodologies
Allygroup	Drenlo	Mude
Amoux Company	Emmicom	My Green Butler
AtlasTech Solutions	Empact Group	Numbers and Sense
Augmented Intelligence	Epicorp	Oculo Digital
Bakesale	Ereflect	Ozstream
Berrijam	Evalue8 Sustainability	Polygon Energy
Better Renting	Evee	Penwell
Beth Anne Baldwin	Evolutioned	Rosella Street
Bianca Pavlic The Label Pty Ltd	FrontierSI	Redirobots
Bluebird Advisory	GPN Vaccines Ltd	Safe Synergy
Blueegg	Gridsight	SelfTherapy
Blue Sky Digital	Grow Right Digital	Shoelace Creative
Brain Changer	Haast	SignOnSite
Campus Plus	Harrison Barratt Group	The Business Body
Canberra Blockchain Centre	Human Factors Group	The Lumio Company
Canberra Cyber Hub	HydRIC Desalination	Traceably
Contraco	Inferlabs	Veritas Group
Coursera	Innovate Communicate	VenuBooka
Cybake	Inten Tree Pty Ltd	Vibe Dynamics
	IR20	Viortec
	Joanine Enterprises	VTARA Energy Group

Cybercy Decision Revolution Dentroid Disability Leadership Institute Divine Pillow Disaster Science	Lanterne Lucy Pedley Bookkeeping MCi Mia Swainson Consulting	WOTLink XtreamCompute Yarn <i>Your Season</i>
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NB: New companies who joined the space this quarter are displayed in **bold**. Companies who are sponsored to use the Coworking space are in 'italics.' Sponsoring relates to GRIFFIN Accelerator companies, winners of competitions, or companies that create special value for the ecosystem.

Coworker Wins

The resident of the CBRIN coworking space are doing amazing things, and we celebrate and share their wins, big and small. We also celebrate when they connect in an exciting way. Below are a selection of coworker wins:

- MCi Carbon:
 - [Marcus Dawe was awarded the 2023 ACT Chief Minister's Pearcey Award](#)
 - Marcus Dawe and Sophia Hamblin Wang were featured in The Australian's publication The List as one of the 100 Green Power Players
 - Marcus Dawe was awarded 2023's Wholistic World Innovation Trophy and named 2023 Laureate'
 - [Sophia Hamblin Wang was joint winner of the 2023 ANU Young Alumna of the Year](#)
 - MCi Carbon was selected by [Mission Innovation](#) as the Net-Zero Industries Awards 2023 National Winner - Australia in the Outstanding Projects category, announced at the [COP28 UAE](#) Australia Pavilion.
- The Moore Street Journal featured CBRIN Coworking companies [Your Season](#), [Epicorp](#), and [MCi Carbon's Marcus Dawe](#).
- [Traceably launched their MVP](#)
- Modern Methodologies / Apporetum represented at CyberCon and CEO Sophie Wade [presented on a panel on Identity and Access Management](#)
- Two coworking companies, Modern Methodologies and Evolutioned, were invited by CBRIN to showcase at Senator Pocock's Small Business Breakfast on Monday 16 October 2023.
- Two coworkers, Belinda Newham (Founder and CEO of Decision Revolution) and Ilea Buffier (Founder and Managing Director of Evalue8), presented at the CBRIN Innovation Forum on current and future challenges for entrepreneurs
- [Evee was nominated in the Australian Climate Tech Awards for the Impact Category](#)
- Dentroid:
 - [Dr Omar Zuaiter was featured in Bite Magazine](#)

- [Dentroid co-authored a paper published in Nature Journal](#), "Investigation of laser wavelength effect on the ablation of enamel and dentin using femtosecond laser pulses"



Image: collage of CBRIN coworker wins

Coworking Network Connections

CBRIN fosters friendly connections to other Coworking spaces in Canberra and nationally. Local Community Managers stay connected through the Canberra Region Coworking Network online, and with regular in person catch ups. CBRIN is a member of Flexible Workspace Australia (FWA) and use the FWA network to connect to community builders nationally, and access resources and training.

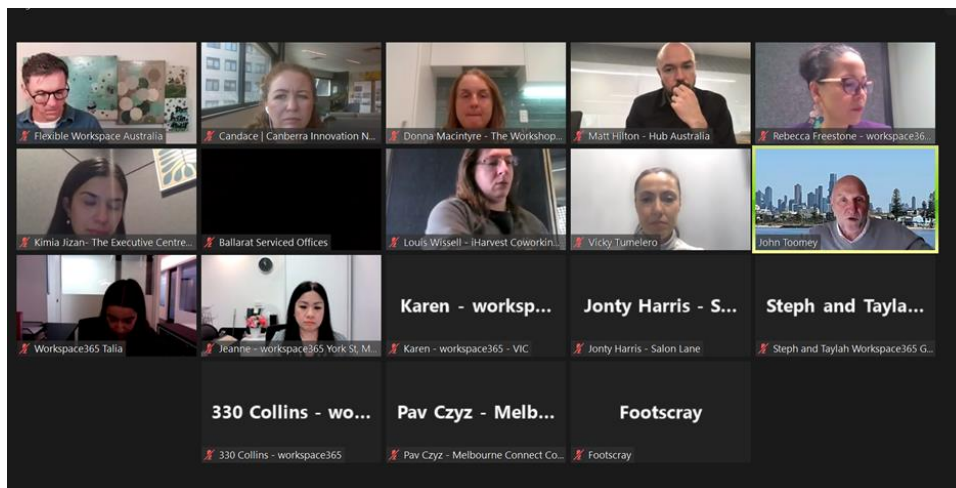


Image: screenshot from online event FWA Community Manager Forum 17 October 2023

This quarter Petr Adamek and Candace Rhind visited the JAGA coworking offices and spoke with founder and CEO Swaroop Kaushik about potential collaborations.

On 22 November 2023 CBRIN team members Candace Rhind and Laura Croft attended the Flexible Workspace Australia Canberra Cohort End of Year Party held at KeepCo coworking space. Attendees included representatives from WOTSO, Hub Australia, KeepCo, and Flex by ISPT.



Image: Flexible Workspace Australia Canberra Cohort End of Year celebration.

Coworking reciprocal agreements

CBRIN has reciprocal agreements with SpaceCubed in Perth and Jindy Workspace in Jindabyne. Under these reciprocal agreements, members of the CBRIN Coworking Space can work for a limited number of days per month at the partnered coworking space at no cost and vice versa. Each space also agrees to have the other space's logo on their website, with a backlink, and share content on their blog and socials.



Image: logos of coworking spaces with whom CBRIN has reciprocal agreements

Community Engagement and Communication

CBRIN uses Slack, a channel-based messaging platform, to communicate information and engage with residents of the Coworking space. The CBRIN Slack workspace has 542 members and 20 channels, including channels dedicated to Growth Programs, resources, and inspirational stories.

The CBRIN team regularly posts events and announcements, and members engage in discussions, share wins, receive help and advice, and socialise.

CBRIN emails a monthly newsletter to all coworkers, with a wrap up of the month just gone, news, and upcoming events. The coworking newsletter has 205 active subscribers with an average open rate of 40%.

Coworker Engagement with other CBRIN Programs

Being in the Coworking Space gives members privileged access to the CBRIN team, leading to Founder Conversations, referrals, and connections. Coworkers are actively encouraged to take part in our Growth Programs, networking events and collaborative events.

This quarter:

- The Growth Team had 36 Founder Conversations with coworkers
- 6 coworkers participated in the Idea to Impact Program
- Modern Methodologies entered a team in SpaceHack and won second place
- 5 Coworkers pitched at the Innovation Showcase, with 2 companies winning First and Second place respectively



Image: Modern Methodologies team pitching at SpaceHack

Lunch and Learns

Lunch and Learn sessions are an excellent and time-efficient way for coworkers to build knowledge and skills. The sessions are tailored to meet coworker needs, and source experts from CBRIN's Foundation Members and Gold Partners and the companies in our network.

Date	Topic	Presenter/s	Attendance
9 November	Smarter Decisions, Faster	Berrijam	6

Community Events

Community Events are a great way for coworkers to build relationships with other innovators in the space, and important benefit of working in a coworking space.

The monthly Community Morning Tea provides a regular opportunity to share wins and challenges, make announcements, and welcome new members.