

This Quarter we leaned into heartwarming traditions, with a Halloween-themed morning tea, Thanksgiving afternoon tea, and an adventure to Anita Gelato, despite the rain.

We wrapped up the year with a Community End of Year Celebration, with food, games, and awards for community participation throughout 2024.



Image: photo collage from Coworking End of Year Party

Date	Event	Participants
31 October 2023	Community Morning Tea - Spooky Theme	22
16 November 2023	Thanksgiving	16
28 November 2023	Anita Gelato Adventure	7
13 December 2023	Community End of Year party	42
Fortnightly on Fridays	Community Drinks	10-15 Average



Image: photos from Community Events this quarter (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 assists UNSW Canberra Launch with curating events throughout the year for the collaborators at Launch and creates opportunities 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
- 150 attendees participated in 6 Launch Community events this quarter
- 40 registrations from UNSW students and staff across CBRIN 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 providing stable and reliable virtualised real-world environments to test existing skills or learn new ones.
FuturifAI	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.
Infinity Avionics	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.
Kestra (formerly K3partners)	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.
Ocula	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

Collaborator	Company Description
	improved reliability and performance through ongoing innovation of cabling technology.
Penten	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.
Point River Networks	Point River Networks provide consulting, recruiting, unified communications and networking.
Skykraft	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.
Viden	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 has two employees, Gennaro DeMarco and Nicholas Knowler, in the finalists list for the Australian Defence Magazine 30 under 30 awards.
- Ascent attended and exhibited at the IndoPacific2023 as part of the South Australia contingent.
- Fifth Domain was awarded the cyber security award for excellence in the InnovationAus.com 2023 awards, for outstanding achievements in cyber security
- Fifth Domain launched a Cynapse Pilot Program with Canberra Cyber Hub in October.
- Infinity Avionics unveiled their Modular Camera Unit the Orion12MP-550 at the 16th Australian space forum.
- Penten CEO Matthew Wilson participated in a panel at parliament house on the importance of finding the first customer as part of the National Innovation Policy Forum
- Penten Product Manager Abbie Smith awarded the Rising Star of the year at the 2023 National Women in Defence Awards
- Skykraft completed the first close of its second funding round to support the roll out of its Air Traffic Management system securing \$120 million in funds.
- Skykraft attended the Military Communication Systems Conference and Expo where they hosted a booth and held presentations on new space and air traffic management.

- Viden Chief Operating Officer Davina Mansfield was a finalist at the 2023 Canberra Women in Business awards.

Monthly Community Newsletter

Stats	Oct 23	Nov 23	Dec 23
Open Rate	55.3%	42.1%	35.1%
Click-through Rate	10.5%	5.3%	5.4%

Collaborator Engagement with other CBRIN Programs

The partnership between UNSW Canberra Launch and CBRIN gives Collaborators access to CBRIN team, leading 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 November
- Craig Benson, Chief Innovation Officer of Skykraft, participated in the Scaleup Leaders Lunch
- Craig Benson, Chief Innovation Officer of Skykraft, was a guest speaker and mentor at SpaceHack
- Anthony Barnes, Chief Executive Officer, and Davina Mansfield, Chief Technology Officer, Viden, pitched at the 2023 Innovation Showcase
- Anthony Barnes, Chief Executive Officer, and Davina Mansfield, Chief Technology Officer, Viden hosted a stall at the 2023 Innovation Showcase
- UNSW Canberra and Launch on Northbourne hosted a stall at the 2023 Innovation Showcase



Image: Photo collage of collaborator involvement in CBRIN programs

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
October 2023	3	42
November 2023	2	70
December 2023	1	30

- Launch Ladies Lunch - 10 October 2023
- Launch Monthly Connect Halloween Edition - 26 October 2023
- Lunch and Learn: How to Build a Marketing Strategy for SME with Colin Anstie, RD Consulting - 31 October 2023
- Remembrance Day Coffee Van - 10 November 2023
- Launch Monthly Connect Hosted by DEWC Services - 30 November 2023
- Launch End of Year Celebration - 14 December 2023



Image: Photo collage of Launch Community events October - December 2023

Foundation Member & Partner Engagement



Image: KWM's Josh Mead & Claudia Holland during Office Hours with KWM

- Monthly CBRIN Extended Team Meeting held either online or in person at CBRIN with representatives from ANU, UC, UNSW, CSIRO, and CIT
- 4 October 2023 – First Wednesday Connect was hosted by ANU Research School of Physics and included an opening address by Professor Tim Senden
- 4 October 2023 – First Wednesday Connect included 5 pitches from the ANU community
- 12 October 2023 – Irene Zhen was a judge at the UNSW Canberra Entrepreneurship and Innovation Pitch Night.
- 18 October 2023 – Irene Zhen delivered a short talk about innovation and entrepreneurship in the ACT for the ANU International Students Agents Famil.
- 24 October 2023 – Elaine Stead (ANU New Ventures & Entrepreneurship) was a panellist for the Billion Dollar Panel event
- 26 October 2023 – Founder conversation with Patrick Kluth & Shankar Dutt (ANU) around their nanopore project
- 1 November 2023 – First Wednesday Connect was hosted by CEAT and included an opening address by Professor Owen Atkin
- 1 November 2023 – First Wednesday Connect included 6 pitches from the CEAT community
- 1 November 2023 – ANU College of Business and Economics student, Vivi Andriyani, completed a 7-month internship as part of the CBRIN Growth Team
- 7 November 2023 – Founder conversation with Jenny Jiang (ANU) on some new projects
- 8 November 2023 – Idea to Impact workshop 5 had guest mentors, including Charles Gretton (ANU Tech Launcher)
- 9 November 2023 – Founder conversation with Aaron Tranter (ANU, Floquet.AI)
- 15 November 2023 – Irene Zhen was a judge at the UC ITS Capstone program

- 15 November 2023, UC Foundation Member Engagement with CBRIN's Collaborative Innovation Division
- 20 - 21 November 2023 - Irene Zhen was a mentor at the CSIRO ON Accelerate Bootcamp, with 4 teams from Foundation Members ANU and CSIRO
- 20 November 2023 - Craig Davis delivered a short talk to the ANU Advanced Instrumentation and Technology Centre
- 21 November 2023 - Josh Mead and Claudia Holland from KWM held Office hours with 6 companies
- 29 November 2023 - Craig Davis pitched CBRIN at the ANU Research School of Physics KOALA event
- 1 December 2023 - CBRIN held a stall at the ANU Research Fest
- 4 December 2023 - Sarah D'Arcy and Mitch Eady from PwC ran a strategy and risk session with 7 Griffin Accelerator teams
- 4 December 2023 - ANU spinout, Dragonfly Thinking, completed the Griffin Accelerator Program
- 6 December 2023 - 2023 Innovation Showcase included a pitcher from the UNSW Launch community, and 1 UNSW Launch alumnus
- 6 December 2023 - 2023 Innovation Showcase included a stall hosted by CSIRO
- 6 December 2023 - 2023 Innovation Showcase included a stall hosted by ANU
- 6 December 2023 - 2023 Innovation Showcase included a stall hosted by CIT
- 6 December 2023 - 2023 Innovation Showcase included a stall hosted by a company from the AIE community (Kite Shield Interactive)
- 6 December 2023 - 2023 Innovation Showcase included two stalls hosted by ACT Government (Badji and ACT Tradestart)
- 6 December 2023 - 2023 Innovation Showcase included a stall hosted by UC
- 6 December 2023 - 2023 Innovation Showcase included a stall hosted by KWM
- 6 December 2023 - 2023 Innovation Showcase poster competition was a student from ANU
- 7 December 2023 - Craig Davis attended the CSIRO ON Core event in Sydney and participated in the mentor/facilitation session

Testimonials:

"Thank you for the opportunity to come and meet the Griffin Accelerators on Monday and share some insights into Strategy and Risk Management and also R&D Tax incentives." Sarah D'Arcy, PwC

"Thanks for putting me in contact with Josh Mead, he was very helpful!" Alicia Martin, TaperMate

"Yesterday was amazing - we made quite a few connections and had a lot of fun doing so. Thank you for hosting us." - Vanessa Poole, KWM, 2023 Innovation Showcase stall host



Image: Photo of PWC Strategy and Risk Workshop with Griffin Teams 4 December 2023

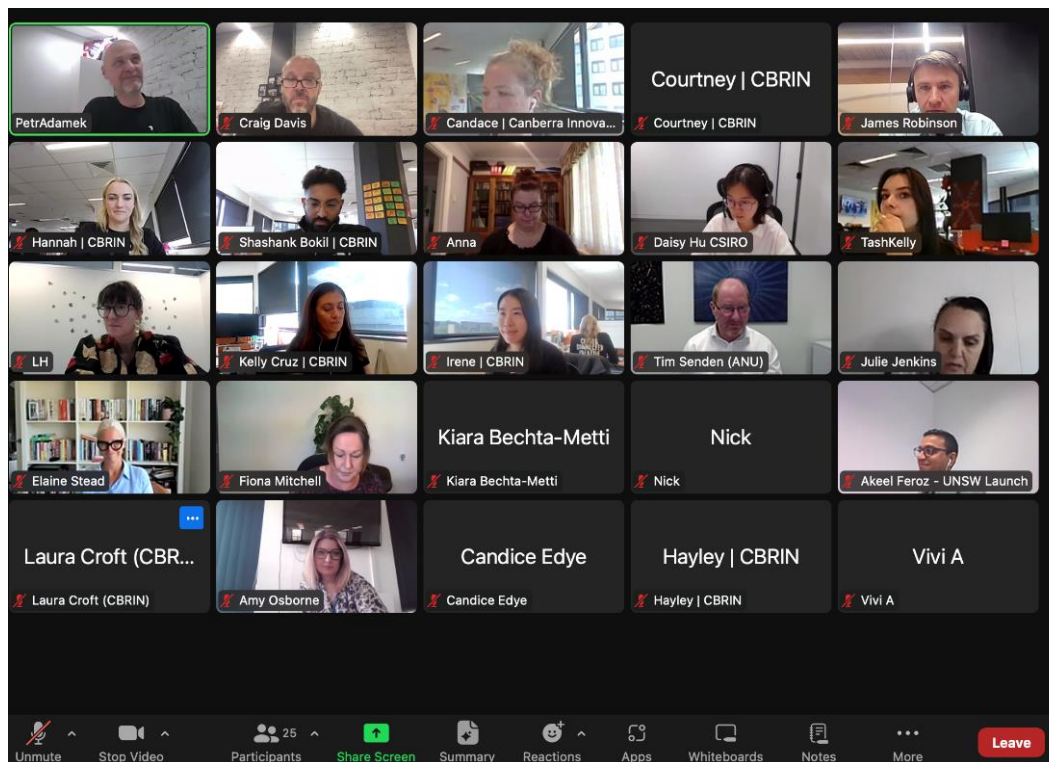


Image: Screenshot from CBRIN Extended Team Meeting 1 November 2023 with 25 participants

Methodology

Participant Feedback

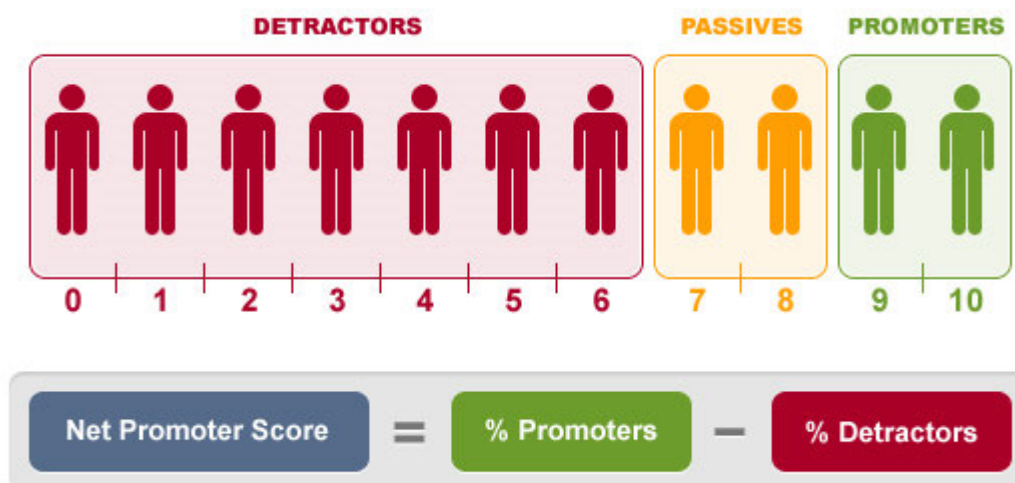
Wherever possible, the Canberra Innovation Network team seeks feedback from all program and event participants using a standard form. Questions include their rating of the event, what testimonial they would give and what aspect of the workshop or event they enjoyed the most. We report data and selected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



QUARTERLY REPORT

1 JANUARY – 31 MARCH 2024

ABN: 90 601 492 826

SUPPORTED BY





CANBERRA
INNOVATION
NETWORK

Quarterly Report Q3 2023-2024

Coworking



- 219** Active memberships
- 87** Full-time memberships
- 85** Part-time memberships
- 47** Casual memberships
- 75** Companies in coworking
- 76** (35%) Female members
- 52** (24%) From diverse cultural and linguistic backgrounds

Engagement



- 963** Attendees across all events
- 29** Events held this quarter
- 472** Attendees in outreach events
- 7** Outreach events with partners

Collaboration & Pipeline

- 64** Attendees in collaborative innovation events
- 41** Idea to Impact participants
- 56%** Females in Idea to Impact
- 357** Participations in pipeline events

Growth Programs



- 101** Founder Sessions
- 62** Ventures assisted this quarter
- 65%** Assisted beyond startup stage
- 64** Mentors active this quarter

Ecosystem highlights



Annual Investor Showcase had 107 attendees with over 30 companies presenting to 70 investors. \$1.4 Million raised this quarter.

MAJOR FUNDER, FOUNDATION MEMBERS AND CORPORATE GOLD PARTNERS



“If you’re a woman starting your innovation journey - start with CBRIN. They deliver on the promise of authentic support (and celebrate authentic failure). They will cheer your every success.” **Anna Carr, Female Founders March attendee**

“The course is well structured and paced to provide a “learn by doing” methodology and establish group consecutiveness. The facilitators presented confidently and allowed for questions and discussion which really contributed to the group activities.” **Vivian Sinclair, Idea to Impact Participant**

An excellent and diverse range of companies, and a fantastic energy in the room.”

James McElvogue, PWC, Canberra Annual Investor Showcase attendee

“Attending the first Founders Collective session was incredibly rewarding for my project. The format encouraged us to discuss project specific challenges with fresh perspective and directly contributed to breakthroughs, it’s more than just a meeting - it’s where real, actionable ideas come to life. My team and I can’t wait for the next one!” - **Kyle Hughes**

“The founders collective is a supportive environment to discuss the progress of your startup. The diversity of the participants provides the opportunity to obtain candid feedback and suggestions that that may help overcome hurdles in moving your business forward.” - **Sonia van den Berg, Riders Lane, Founders Collective participant**

“There are some great success stories happening here in Canberra and what a great opportunity to learn more about them by attending a billion dollar panel event.” - **Alex Northey, Waste Check Systems, Billion Dollar Panel attendee**

“I can whole-heartedly recommend CBRIN Co-working [sic]. I come to CBRIN once a week to break my working-from-home routine and I've already met so many inspiring and lovely people.” **Adriana Voegeli, illuminr, CBRIN Coworking resident**

“This is a very accessible and friendly process for submitting a business idea. The transparency of the process is encouraging. I would definitely encourage others to try it.”

Intro meeting participant

“This group is an excellent way to stay connected to the part of you that needs to work 'on the business' rather than 'in the business'. I always walked away with renewed thoughts and inspiration to think about my scale up differently and ensure I made time to be working on the things required for growth in me and my team.” **Kate Freeman, Founder of Ayla Health.**

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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. The Introduction includes the 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 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 January 2024 and ending 31 March 2024. At the beginning of the calendar year activities are slower to pickup with January mostly spent on planning for the year and program adjustments. As a result, overall numbers for events and attendance this quarter are always lower due to these seasonal effects. Despite this, Q3 of 2023/24 was the strongest in terms of intro meetings and engagement with pre-seed startups. We also held our major annual event, the Investor Showcase that attracted a record number of startup and scale up companies and attendees.

- The CBRIN annual investor showcase was the highlight of the quarter with 107 registrations and over 30 companies presenting to over 70 investors. These investors included a number of out of state venture funds (20) who continue to be interested in ACT-based startup and scale up investor opportunities. The total raised by startups tracked by CBRIN this quarter was \$1.4M. It is important to note that nationally this was one of the lowest quarters on record in terms of venture investments according to Cutthrough Ventures national level quarterly analysis (<https://www.cutthrough.com/insights/cut-through-quarterly-1q-2024>).
- CBRIN drove high level of outreach activity co-delivering 7 events with different partners to a combined audience of 472 participants helping to build innovation capacity across the ecosystem. Outreach events this quarter included: National Youth Science Forum workshop, CIT All Staff Conference, UC O-Week Market Day, ANU O Week Market Day, UC ITS Capstone Guest Lecture, ANU Entrepreneurship Course Guest Lecture and ANU Entrepreneurship Society Panel.
- CBRIN hosted 3 collaborative innovation events with 64 attendees, and led systemic collaborations including 2 extended team meetings, 1 advisory committee meeting and one pitch to PIP panel on behalf of and collaboration with the Canberra makerspace network. These systemic collaborations saw 78 participations this quarter. In terms of sector activation, we engaged across advanced manufacturing, international collaboration in cyber, ICT and cleantech and urban co-design.
- In Growth programs, CBRIN has actively assisted 62 ventures (of which 40, or 65% are beyond the startup stage) engaging 64 mentors across 123 intro meetings (the highest level of activity this Financial Year), 101 one on one founder sessions and eight events and workshop programs that had 357 participations with average Net Promoter Score of 73.25.

- We have opened the second Innovation Connect Grant round of the financial year and formed an independent panel to review the applications and award funding in April/May 2024.
- In terms of external engagement CBRIN has hosted a number of foreign delegations and visits, including Delegation of ICT, cybersecurity and cleantech businesses from the Czech Republic who have engaged with a selection of ACT businesses in a collaborative workshop format. We engaged with UK ACE (Accelerated Capability Environment) whose mandate is to accelerate development of solutions to complex public issues to achieve rapid impact in missions across government and the wider public sector, and we hosted a UNSW Canberra and University of Cambridge (UK) workshop on Manufacturing on a Shoestring attended by a number of Canberra region-based manufacturing businesses. CBRIN team has also participated in Southstart innovation conference and festival in Adelaide to connect across the broader national innovation ecosystem.
- This quarter CBRIN hosted two Female Founder events with a total of 143 participants of which 65% were new. The February event featured a tradeshow format showcase of 12 female led businesses and the March event was dedicated to Finding Funding Faster, a topic explored by a panel of Ms Kareena Arthy, Deputy Director-General, Chief Minister, Treasury and Economic Development Directorate, Michelle Jasper, Founding Director, Gundaywarra Innovation ANU, and Sally Wagnon, Senior Campaign Manager, 89 Degrees East.
- Our innovation coworking hub at Level 5 continues to host innovation companies (75 of which 8 are new this quarter) and related initiatives with 219 active coworking members at the end of the quarter. This includes 87 full-time memberships, 85 part-time memberships and 47 casual memberships this quarter. 76 (35%) of our members are female and 52 (24%) are from culturally and linguistically diverse backgrounds.
- Although we have made significant progress on design and selection of a builder for fitout for Level 4 where we plan to launch scale-up and SME hub later this year, we have been unable to start the project as planned due to delays related to resolving HVAC issues outside of our control.

After 3 quarters of this Financial Year CBRIN has already achieved or overachieved all its annual targets, except of this last one (expansion on level 4). This may seem like the target setting was not ambitious enough during work-planning, however, the numbers

are entirely dependent on demand (not so much on our inputs) as we set infrastructure for the events in a way that allows us to accept more participants in a highly flexible way based on their interest due to lower marginal cost of each new participant. Predicting future demand is more difficult when setting the annual targets because it depends on several factors (including macroeconomic trends) outside our control. The targets set are optimal numbers for our activity to make economic sense and provide good value for money to CBRIN members, ACT Government, and the broader community.

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	7		37	6
	1.1 Participants	1,148	600	472		2,220	150
	1.1 InnovationACT	1	0	0		1	1
COLLABORATION	1.2 Events	4	4	3		11	10
	1.2 Participants	401	129	64		594	200
PIPELINE	2.1 Participants	377	293	357		1,027	200
	2.1 Intro Meetings	95	46	123		264	100
	2.1 ICON Rounds	1	0	1		2	2
GROWTH	2.2 Ventures Assisted	72	76	62		115**	20
	2.2 Founder Sessions	77	140	101		318	60
	2.2 Engaged Mentors	67	51	64		96**	20
ENGAGEMENT	3.1 Events	64	66	29		159	100
	3.1 Participants	2,671	2,188	963		5,822	2,500
	3.1 Stories	14	12	8		34	14
	3.1 Events for under-represented	2	1	2		5	4
	3.1 Showcase	0	1	0		1	1
	3.1 External engagement	11	10	3		24	1
INNOVATION HUBS	3.2 Coworkers	228	211	219		228*	150
	3.2 Companies	85	85	75		85*	50
	3.2 Connected HUBs	2	2	2		2*	2
	3.2 Expansion project	0	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 Q3 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
National Youth Science Forum workshop	10 January	36
CIT All Staff Conference	23 January	5
UC O Week Market Day	30 January	49
ANU O Week Market Day	14 February	209
UC ITS Capstone Guest Lecture	19 February	100
ANU Entrepreneurship Course Guest Lecture	4 March	25
ANU Entrepreneurship Society Panel	21 March	48
TOTAL	7 events	472 participants

National Youth Science Forum Workshop

10 January 2024, 36 participants, CBRIN Events Space

The National Youth Science Forum brought 36 young people from Year 12 to participate in an Introduction to Lean Innovation workshop. These students are interested in future careers in STEM, and come from across Australia to learn more about potential pathways.



Image: Photo of participants of the National Youth Science Forum workshop, 10 January 2024

ANU & UC O Week Market Day Stalls

30 January & 14 February 2024, 258 people reached, ANU & UC

CBRIN hosted market day stalls at the ANU and UC Orientation Weeks, where the team engaged with students, staff and researchers to promote events, programs and career opportunities.



Image: Photo collage of market day stalls at ANU and UC

UC ITS Capstone Guest Lecture

19 February 2024, 100 participants, University of Canberra

CBRIN delivered a guest lecture on lean innovation to around 100 students in the ITS Capstone course. Throughout the semester, the students will be working with entrepreneurs and industry professionals on innovation projects and will pitch these at the end of the semester.



Image: Photo of participants in guest lecture

ANU Entrepreneurship Course Guest Lecture

4 March 2024, 25 participants, ANU

CBRIN delivered a guest lecture to the ANU entrepreneurship course students on the Canberra innovation ecosystem. These students are working on developing their own innovation projects throughout the semester.

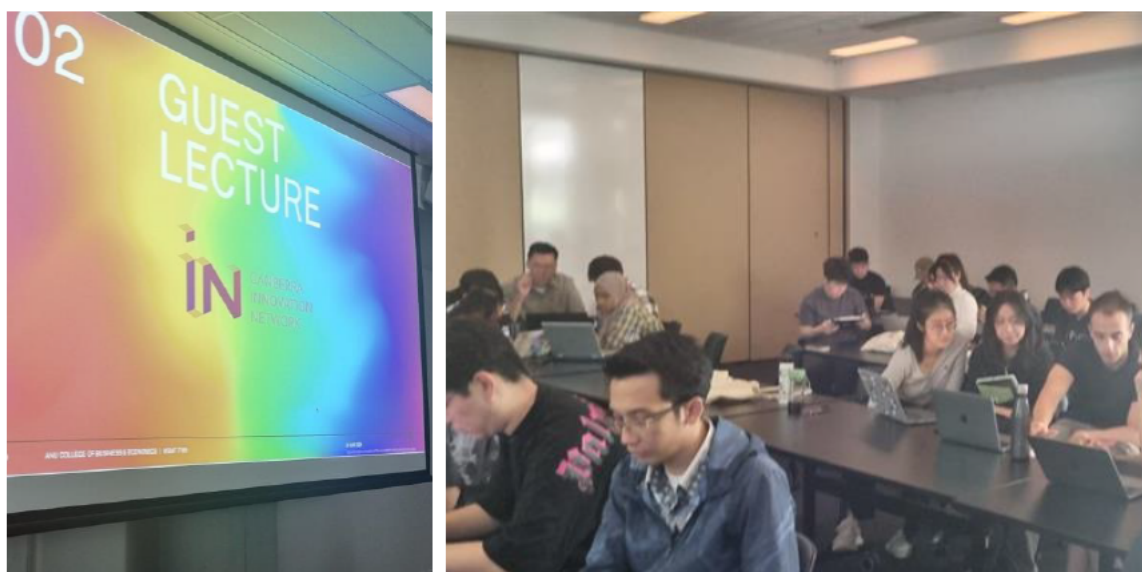


Image: Photo collage of participants in guest lecture

ANU Entrepreneurship Society - Panel session

21 March 2024, 48 Participants, ANU

CBRIN was invited to be a part of a panel for the launch of the ANU Entrepreneurship Society, which consisted of Dr Craig Davis (CBRIN), Carlos Aguilera (Chilli Bean Media) and Kayleigh Sleath (Ohna). Students from across the university attended and showed a keen interest in innovation and entrepreneurship.



Image: Photo collage of participants in ANU Entrepreneurial Society event

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 - Collaborative engagements

In Q3 2023/24 CBRIN delivered a range of collaborative innovation activities.

Collaborative engagements	Date	Attendance	Mentors/Judges
European Digital, ICT & Cyber Collaboration	26 February	25	n/a
City Hill Design Collaboration	13 March	9	n/a
Hosting of UNSW - University of Cambridge - Digital Manufacturing on a Shoestring Workshop	21 March	30	n/a
Total		64	

Hosting of European delegation in energy, ICT & cybersecurity

26 February 2024, 25 Participants, Canberra Innovation Network

The Czech Republic Business Delegation visited Canberra Innovation Network on Tuesday 26 February to meet with a select group of Canberra-based businesses. The delegation was led by Katerina Kupkova, Vice-President of the Confederation of Industry of the Czech Republic; she was accompanied by eight businesses from the Czech Business Delegation.

There was a strong interest from both the Czech businesses and the eight Canberra-based businesses, to meet and develop possible collaborations. All the businesses listed below were hand-selected to help form cross-country connections and partnerships.

The Collaborative Innovation Lab (Collab Lab) began with a welcome introduction from CBRIN's CEO, Petr Adamek, and an opening statement from the Embassy of the Czech Republic's Economic Counsellor, Milan Vagner. The Czech Republic and Australian businesses provided a one-minute pitch of their business and how they hoped to collaborate. Participants were then invited to connect with one another, creating room for collaboration opportunities to emerge.



Image: Photo of Katerina Kupova from the Czech Republic giving her opening address

The Companies in Attendance:

European Union (Czech Republic):

Bettaroe Robotics - *autonomous cleaning robots*.

Bohemia Market - securing power plant industrial control systems against cyber-attacks

Charles University - looking to build international cooperations, student and academic mobility and joint research projects.

Czech Photovoltaic Association, Institute of Photovoltaics and Electromobility - education and training, conferences and research in energy, photovoltaic and electromobility.

ESSA Ltd. - agrifood products

KVADOS a.s. - proprietary software solutions, services and counselling.

marshmars - marketing solutions that combine AI perfection and human connection to increase sales.

TAKTIK - hyperconverged infrastructure, security, archiving, data lifecycle and data centre optimisation.

Canberra, Australia

Cognitive Advantage - specialist expertise in edge computing, encrypted networks, cloud solutions and digital resilience.

Geodrones Australia - rapid development of innovative and capable drone technology. They pair advanced manufacturing with electronic systems to meet current and emerging needs of the business, government organisation and citizen communities.



Image: Photos of the company representatives and the Czech Congress

SimplySecOps- enhancement of Security Operations (SecOps) monitoring capabilities.

Castlepoint Systems - advanced records and information management solutions, leveraging AI to provide comprehensive governance across an organization's digital landscape.

Smart Energy Council - independent body for the Australian smart energy industry. A leading advocate for sustainable energy, the Smart Energy Council champions the transition to renewable energy sources, offering expertise, policy advocacy, and industry insights to support a cleaner, greener future.

Australian National University - world-class public research institution known for its distinguished academic programs, cutting-edge research, and contributions to policy and innovation on a global scale.

Mude - branding, creative and strategic marketing agency. They offer a seamless, full-service approach that covers brand strategy, video production, website design, and marketing campaigns.

Smartlox - keyless experiences that make managing security, safety and access control easier than ever while giving peace of mind and real-time visibility that facilities, assets and people are safe, secure and compliant.

City Hill Design Collaboration

13 March 2024, 9 Participants, Canberra Innovation Network

The City Renewal Authority (CRA), part of the ACT Government, held a design competition to renew the historic City Hill Park within the centre of Canberra. CBRIN invited and created a space for our coworkers to generate design ideas to be potentially submitted to the competition. During the event, there were more traditional design ideas such as a Japanese-style tea garden, and more innovative and extreme concepts like a circular bungee jumping apparatus from an updated flagpole. The CRA describes the competition

as: 'a very early-stage engagement to determine the community's aspirations'. It was an exciting afternoon of creativity, imagination, collaboration and design with participants from within the CBRIN community.



Image: Photo of CBRIN's internal City Hill Design Competition participants

Hosting of the Digital Manufacturing on a Shoestring Workshop

21 March 2024, 30 Participants, UNSW Canberra and University of Cambridge at the Canberra Innovation Network

Digital Manufacturing on a Shoestring (Shoestring) is a methodology created by the University of Cambridge's Engineering Department and also a name of an event hosted by UNSW Canberra and CBRIN. The Shoestring approach is designed for any small-to-medium company that wants to start taking advantage of digitalisation but does not know how or where to start the process, and usually is not ready to allocate much digital budget.

Shoestring provides a quick step-by-step approach from identifying a company's business needs right through to deploying an affordable digital solution that brings immediate efficiencies in the workplace.

UNSW Canberra and CIT are working together on how to best bring this program to the greater Canberra region, while utilising CBRIN's vast network of SMEs looking to digitalise their manufacturing processes.



Image: Photos of Digital Manufacturing on a Shoestring Workshop

Overview - Systemic 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:

Systemic Collaborative Engagements	Date	Attendance
Makerspace Network (PIP Grant Application Pitch)	23 February	5
ACE in the UK Government Discussion	20 March	5
CBRIN Advisory Committee	21 March	10
CBRIN ecosystem team meeting - February	7 February	33
CBRIN ecosystem team meeting - March	6 March	28
Total		78

Makerspace Network - Priority Investment Program (PIP) Grant Application Pitch

23 February 2024, 5 Participants, 220 London Circuit ACT Government Building

CBRIN collaborated with our partners UC, ANU, CIT and UNSW Canberra to put forth a proposal for a Priority Investment Program (PIP) Grant Application which was pitched as a group on the 23 February 2024. This process created a unique collaboration with the

innovation labs and makerspaces of Canberra with multiple roundtables leading up to the pitch where members brainstormed and ideated on how to make these types of spaces more accessible to the public.



Image: Photo of the people who pitched on the day (left to right - representatives of CIT, UNSW Canberra, CBRIN, CBRIN, ANU)

Accelerated Capability Environment (ACE) UK Government

20 March 2024, 5 Participants, Canberra Innovation Network

CBRIN met with providers of a special capability to the UK Government called the Accelerated Capability Environment (ACE), to explore future collaborations. ACE currently solves public safety and security challenges arising from rapidly changing digital and data technologies within the UK, while bringing together expertise from industry and academia to innovate collaboratively and deliver front-line mission impacts. The provider intends to expand to the Australian market and work with the Federal Government to create a similar environment in Australia, which would be of particular benefit to Canberra's SMEs especially the companies with a focus in cyber, behavioural sciences, security, technologies, and innovation.

CBRIN Advisory Committee

21 March 2024, 10 Participants, Canberra Airport - Brindabella Business Park

CBRIN's Advisory Committee provides input into the strategy, and future impact of Canberra Innovation Network's events, activities, and programs. The Advisory Committee consists of members from CBRIN's Gold 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 21 March 2024 (#23) was:

1. Committee Charter Review
 - a. The Committee reviewed the Charter and expectations for committee members and recommended that these be adjusted for the Board to consider:
 - i. Allowing those committee members who are willing to continue to contribute to stay on the committee beyond the two terms
 - ii. Integrating the expectations of committee into the redrafted text of the charter
2. Potential new committee members
 - a. The Committee discussed a number of potential new members to enable its refresh.
3. Workplan
 - a. The Committee Provided input into the 2024-25 workplan based on review of the current workplan and quarterly reports.



Image: Photo of the Advisory Committee attendees

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
Innovation Connect Grant Info Session	20 February	37	-
SME Breakfast	21 February	41	71%
Billion Dollar Panel with Michelle Melbourne and John De Margheriti	27 February	74	86%
Founders Collective	29 February	23	33%
Idea to Impact Workshop 1	13 March	26	73%

Workshop / Event	Date	Attendance	Net Promoter Score
Investor Showcase	19 March	107	63%
Investor Roundtable	19 March	24	-
Idea to Impact Workshop 2	27 March	25	-
Total	-	357	73.25%



Image: Investor Roundtable 19 March

Billion Dollar Panel with Michelle Melbourne and John De Margheriti

27 February 2024: 127 registrations, 74 attendees; NPS 86%, 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.

About Michelle Melbourne

With over 30 years of experience as a founder, executive, board member, investor, and advisor in the software technology sector, Michelle is dedicated to empowering and mentoring technical founders. Her passion extends to fostering a vibrant and diverse tech ecosystem while actively contributing to positive change for a sustainable future through technology.

About John De Margheriti

John is a visionary entrepreneur whose experience includes co-founding Micro Forté in 1985, one of the oldest independent video games development studios in the world, producing a number of globally successful games, growing BigWorld from an idea to a huge success and founding the first non-profit game school in the world, Academy of Interactive Entertainment. John is an active member of the innovation community as an investor and mentor.

Some takeaways from the discussion:

- ♥ Build a team around you who believe in what you're doing and who will come along for the journey
- 💡 Founders are always innovating and problem solving - one great idea isn't enough
- 🗨 Be truthful with yourself about when things aren't going well / a team member isn't the right fit / you need to pivot
- 🎯 Have courage to take your idea forward, listen to feedback and have resilience when you're told no
- 📖 You can learn a lot from bad / challenging experiences (e.g. takeaways from a manager on what not to do)

Testimonials

"The billion dollar panel provided me with a vision for the future. The panelists also reassured me that what we are experiencing in our business is normal." - Dr Catherine Galvin

"There are some great success stories happening here in Canberra and what a great opportunity to learn more about them by attending a billion dollar panel event." - Alex Northey

"This forum recalibrates what success can look like by hosting grand masters in their field and making them accessible to mere mortals like me. I was actually star struck." - Matthew Dunstone

"Michelle and John were fantastic - insightful, thoughtful and generous in what they shared. Thank you! I also took away to pay attention to competitors, prioritise sales and be okay with what you're not good at so you can focus on what you do well." - Camille Carroll



Image: Billion Dollar Panel 27 February 2024

Idea to Impact 10 Week Customer Challenge

13 - 27 March 2024: 51 participations; NPS 73%

41 participants, 23 (56%) were female entrepreneurs, 34 projects

The Idea to Impact 10 Week Customer Challenge commenced this quarter, with 41 participants across 34 projects. This quarter included delivery of two workshops and one accountability session. There were 51 participants across workshops one and two where we covered topics in:

- Introduction to Lean Innovation
- Innovation Fundamentals and Methods
- Finding a Customer – Problem match (value finder)
- Competitive Landscape
- Big Impact
- Metrics

The overall workshop NPS was 73% with participants enjoying the tools introduced and the collaborative nature of the workshops.



Image: Idea to Impact workshop 1, 13 March 2024

Testimonials:

"A great place to learn how to kick your idea off the ground and to also connect with other like-minded individuals facing the same challenges and learnings as you" – Georgina Brown

"The course is well structured and paced to provide a "learn by doing" methodology and establish group consecutiveness. The facilitators presented confidently and allowed for questions and discussion which really contributed to the group activities." – Vivian Sinclair

Founders Collective

29 February 2024: 23 participations; NPS 33%

Founders Collective is a facilitated group for startup founders who are out of the ideation phase, navigating the challenges of finding early customers and bringing their product to market.

This series of short afternoon events connect likeminded founders as they face similar challenges working on their projects. Sessions will include peer-to-peer sharing of insights, goal setting, accountability and problem solving. Other sessions will focus on important themes like finding and delivering on early sales, clarifying value proposition, navigating challenges and getting your product to market.

The first ever session for Founders Collective saw 23 participants attend a 4-5pm session where they provided peer-to-peer support on their most common challenges.



Image: Founders Collective, 29 February 2024

Testimonials:

"Attending the first Founders Collective session was incredibly rewarding for my project. The format encouraged us to discuss project specific challenges with fresh perspective and directly contributed to breakthroughs, it's more than just a meeting - it's where real, actionable ideas come to life. My team and I can't wait for the next one!" - Kyle Hughes

"The founders collective is a supportive environment to discuss the progress of your startup. The diversity of the participants provides the opportunity to obtain candid feedback and suggestions that that may help overcome hurdles in moving your business forward." - Sonia van den Berg

Intro Meetings

123 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:

"Very friendly, and can tell they genuinely just want to help." – Nathan Nguyen

"This is a very accessible and friendly process for submitting a business idea. The transparency of the process is encouraging. I would definitely encourage others to try it." – David Court

"The team were friendly and helpful, and it was useful to be pointed in the direction of the most relevant resources and programs." – Ketura Budd

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.

112 projects supported by Innovation Connect Grants since CBRIN began facilitating the grant in 2018.

Current Innovation Connect Grant Funding Round

The first ICON funding round of 2024 is currently open for expressions of interest. A total of 95 intro meetings have been held so far (since the grant opened for expressions of interest), with significant interest in the grant. 105 invitations to eligible projects to apply for the grant have been sent.

An Information Session was held on Tuesday 20 February online. There were 74 registrations for the event and 35 attendees.

Applications close on 16 April 2024.

The panel for the current round has been selected and includes experienced Canberra businesspeople across various industries:

- Sylvia Tulloch – Mentor, Investor and Director
- Rosanne Brand – Partner, PWC
- Mick Cardew-Hall – Investor, Chair of the Priority Investment Program (PIP) Panel
- David Ireland – Partner Significant Capital Ventures and Honorary Professor, Australian National University

Grant acquittals this quarter

Four 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. ROTA Skip (ICON Round October 2022)
2. HUUM Bio Reclamation (ICON Round April 2023)
3. Haast (ICON Round April 2023)
4. PV Labs (ICON Round October 2021)

Testimonials:

"The ICON Grant has been transformative for Haast Pty Ltd, significantly accelerating our product development and market entry. The grant enabled us to hire essential staff, refine our product offering, and achieve early customer traction. Furthermore, it gave us reassurance during the capital raise process, allowing us to get a better deal from investors. It has laid a strong foundation for our growth and positioned us as a leader in the marketing compliance space." - Liam King, Co-founder of Haast

SME Breakfast

21 February 2024, 41 attendees, NPS 71%, Canberra Innovation Network

CBRIN held a quarterly SME Breakfast with 41 SME representatives including SMEs who have not engaged with CBRIN previously. The theme was 'Energise your Enterprise'; we asked the participants to focus on energising strategies to further their growth, and identifying the key sources of energy in their businesses that excite them the most.

The theme and questions 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 and resources such as Canberra Business Advice and Support Service (CBASS), Australian Small Business Advisory Services (ASBAS), the Canberra Business Chamber (CBC) and our upcoming SME Accelerator in May 2024.



Image: SME Breakfast participants in small-group discussions

"It's a great platform to start networking in Canberra, getting to know the business environment here, meet other SMEs and hear what drives them, the challenges they face and just knowing there's a strong sense of community here." - Lin Hsu

"This event was fantastic! I couldn't think of a better way to network with other likeminded individuals. The conversations that I had with the people on the table with me were really valuable." – Sean Lengyel

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 programs aim 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 62 ventures assisted by growth programs. This includes GRIFFIN Accelerator, SME Accelerator, Scaleup Leaders Group, Investor Showcase and equivalent impact through less structured founder conversations.

Ventures assisted in these programs are well spread across startup, early growth, scale up and small business as shown in the table below.

19 (31%) of the ventures currently engaged are in the "deep tech" category, with significant intellectual property from research. 40 (65%), out of the 62 assisted this quarter are ventures beyond startup stage.

Distribution of Active Companies (by Category)	#	%
Startups	22	35%

Small business 3 – 20 FTE and innovation potential	5	8%
Early Growth: 100k to 1m raised, or 3+ FTE and innovation driven	19	30%
Medium business 20+ FTE with innovation potential	0	0%
Scale Up: Innovation-driven and >1m raised, or 20+ FTE employees	14	23%
Impact company: high growth and 50+ FTE	2	3%
Total ventures assisted this quarter	62	

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 complementary 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.

- Pilot ACT Social Enterprise Grant (ASEG) Program - TMHV was successful in securing the administration of the inaugural pilot of a 2-year ACT Government grant program for early-stage and start-up social enterprises who could apply for matched grants of between \$10k-\$30k with \$340k available in 23-24 and \$360k in 24-25. TMHV received 48 applicants requesting funding of \$1.3million. TMHV appointed an Independent Assessment Panel and conducted a 2-day Q+A session with 21 shortlisted applicants. The IAP agreed to fund 14 successful recipients for the total of \$340k in available funds. The ACT Chief Minister announced the successful recipients at Women's Shed Canberra on 27 March 2024.
- 11 of the 14 successful ASEG recipients were from Female Founded social enterprises. Impact areas include Community, Disability, Disadvantage, CALD, Inclusion, Youth, Creative, Environment, Tech Solutions and Social Issues.
- TMHV CEO has been instrumental in the establishment of the Council of Australian Social Enterprise Intermediaries (CASEI), a national network of proven social intermediaries.
- TMHV CEO attended a Social Enterprise Australia "Unlocking public good through social enterprise" event at Parliament House along with Alumni, Easy Read Toolbox, Decision Revolution and GetAboutAble
- TMHV held their 2024 TMHV Program Launch at Ann Harding Conference Centre at UC with 90 people attending
- TMHV CEO interviewed on ABC Canberra Radio discussing social enterprise and their impact on the region
- CEO and Programs Manager attended CBRIN Billion Dollar Panel event
- CEO attended CBRIN Extended Network Monthly meeting

- CEO and Programs Manager conducted a presentation with Year 11 Students at Gungahlin College on social enterprise ideation
- CEO, Programs Manager and Social Entrepreneur-in-Residence, Murray Coates, participated in REFINE24 review workshops and follow-up action planning for Alumni, Base Soaps and Right To Work, to assist in determining their respective Business Strategy and Direction.

Table: The Mill House Key Activities

Total	Activity in Q3 (Jan-Mar 2024)	Notes
9	Social Enterprise Consultations	Jan - 45; Feb - 9; Mar - 22; Total - 76
1	Catalyse24	Cohort Participants - 3
1	REFINE24	Alumni Participants - 4



Image: photo of Andrew Barr, ACT Chief Minister, Sunita Kotnala, CEO Womens Shed Canberra, and Craig Fairweather, CEO The Mill House Ventures

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	101
Intro Meetings	123

Mentor / Expert / Investor Engagement	17
Coworker Engagement (subset of Founder Conversations)	47
Total Meetings	241

*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:

- 64 mentors engaged or active
- 55 external connections tracked (referrals between entrepreneurs, mentors and investors)
- 2 investor events facilitated
- 154 subscribers of the Mentor Newsletter (5 added since last quarter)
- 5 people added to the mentor database (3 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 154 mentors, with an open rate of 55%, and click rate of 10.6%. A number of upcoming events relevant to the mentor community were shared, along with a mentor shoutout to Elaine Stead and an open invite to be involved with the new Founders Collective program.



Image: Canberra Mentor Network Graphic

Mentor and Investor Events

As part of the Mentor Network, CBRIN organises and participates in events. This quarter, CBRIN hosted two mentor events and participated in two external events.

Annual Canberra Investor Showcase

19 March 2024, 107 attendees, Canberra Innovation Network, NPS: 63%

This quarter, we hosted the annual Canberra Investor Showcase to provide an opportunity for high quality Canberra companies to present to investors (both local and out of state).

- Trade show format enables investors to focus attention on the teams that interest them
- All presenting teams have investor traction, most have significant traction or defensible technology
- Space for in-depth meetings before and after the main event
- Network with angel and venture investors during a working lunch



Image: Photo collage from Investor Showcase

Attendee breakdown:

- **32 presenting companies**
- **34** entrepreneurs
- **3** ACT Government representatives
- **52** investors
- **10** university representatives

Presenting companies:

- | | |
|-----------------------|----------------------|
| • Aristotle Metadata | • PPB Technology |
| • Australian HoneyBee | • Prism Neuro |
| • bakesale. | • Psyquility |
| • Berrijam | • Quantum Brilliance |

- BK Enterprises
- Canyou
- Clinic Room
- Dentroid
- evey
- Geodrones Australia
- Halocell
- Hosking Bikes
- JDoodle
- Lanterne
- MCi Carbon
- SelfTherapy AI
- Sprout Materials
- Syenta
- Traceably
- Vibe Dynamics
- Viortec
- Waste Check Systems
- WISE Sustainability
- XtreamCompute
- Yarn
- Your Season

Funds engaged:

- Airtree
- Ara Capital
- Bailador
- Beaten Zone
- Brindabella
- Clinton
- Ellerston Capital
- Henslow
- InQtel
- Investible
- IP Group
- Jelix
- Main Sequence Ventures
- Pinery Capital
- Rampersand
- Salus
- Significant Capital Ventures
- Startup Playbook
- Stoic
- Venture Crowd

Testimonials:

"What an incredible event today with unbelievable variety of innovative and exciting projects and ideas in the room. Canberra really is an amazing place to be and to do business." - Catherine Carter

"An excellent and diverse range of companies, and a fantastic energy in the room." - James McElvogue, PwC partner

"Thanks very much for another extremely productive showcase". - Anthony Wilson, Brindabella & Co

"You are doing a great job helping early stages companies in the ACT. Well done to you and CBRIN." - Mike Gregg, Shearwater ventures

"It was a tremendously well coordinated event and a lovely day getting to know your community. It's awesome to see the bags of entrepreneurial energy that comes together around CBRIN." - Raaj Ryat, Airtree Ventures

"I was able to connect with some fantastic founders with very sound propositions" - Anne Moore, senior entrepreneur/angel



Image: Photo collage from Investor Showcase 19 March 2024

Investor Roundtables

19 March 2024, 24 attendees, Canberra Innovation Network.

Four venture funds facilitated round tables with 20 early-stage entrepreneurs to share insights about their investment remit, the investment process and offer feedback to founders. The participating funds were:

- Investible
- Airtree
- EVP
- Stoic Ventures



Image: Photo of the Investor Roundtables 19 March 2024

Southstart conference

5 - 7 March 2024, Startup Conference, Adelaide

Two CBRIN staff attended the SOUTHSTART startup festival in Adelaide. The event was a vibrant opportunity to connect with broader innovation ecosystems, learn from other startup hubs, communicate about the activity in the Canberra innovation ecosystem and connect with supportive networks. The team recorded over 30 conversations with useful

new insights or connections, and learned new insights on ways to help companies, especially at the scaleup stage from Tribe Ventures, Think and Grow, and ThinLab. They strengthened and built new relationships with investors, funds and programs that can support Canberra entrepreneurs.



Image: Photos from CBRIN attending Southstart 5 - 7 March 2024

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.

15 Griffin Alumni companies participated in the Investor Showcase (above).

Planning for a 2024 cohort has commenced, implementing lessons learned from the previous cohort. Key dates confirmed with the Griffin Trustees and outline for value-add content and mentor engagement.

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.

A new format was introduced this year, with 2 sessions held every quarter:

- Inner Circle sessions, where an experienced facilitator enables discussions between the business leader peers about relevant challenges they are experience or likely to experience soon, reflecting on progress and success in a high-trust confidential peer group conversation.
- Deep Dive sessions, where we invite a guest share beyond the general on a particular experience or topic. This quarter, our invited guest was Nick McNaughton who took the group through the process in which he closed a multi-million dollar enterprise sale.

Session	Topic
6 February	Inner Circle Session – Kickoff 2024 Number of Participants: 20
26 March	Deep Dive on a Significant Enterprise Sale Speaker: Nick McNaughton Number of Participants: 14



Image: ScaleUp Leaders Session Collage

Testimonials:

"Interacting with others at similar stages of business development is surprisingly beneficial."
Matthew Dunstone, Founder, HYDRIC.

"This group is an excellent way to stay connected to the part of you that needs to work 'on the business' rather than 'in the business'. I always walked away with renewed thoughts and inspiration to think about my scale up differently and ensure I made time to be working on the things required for growth in me and my team." Kate Freeman, Founder of Ayla Health.

Selected ecosystem company updates

Canberra companies raised more than \$1.4 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.



Image: Photo of Geodrones facility. Source: geodronesaustralia.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.

Key:

- Griffin Accelerator = GA
- Scaleup Leader Sessions = SLS
- Investor Showcase = IS
- Founder Conversations = FC
- Coworking = CW

Company, description, update	Engagement (alumni)
AllyOne - Allyone is an innovative software platform that has spun out of fifteen years' experience in providing consulting services to the legal sector.	GA

Company, description, update	Engagement (alumni)
Update: Partnership with Geocon Group announced. Founder presented at the Association of Corporate Counsel Australia 's 2024 SA In-house Counsel Day in Adelaide.	
Apporetum - Apporetum provides a modern management service for your Azure AD and B2B users that facilitates compliance with access policy and enables enterprise oversight. Update: Team growth and sales progress.	CW, FC, SLS
Dentroid - Developing a mini device inserted inside the patient's mouth and operated by dentists to automate the diagnostic and drilling procedures. Update: Featured on 9 News: https://twitter.com/9NewsGoldCoast/status/1745354285217423560?s=20	GA, IS, CW
Evee - Evee is a peer-to-peer car-sharing network specifically for electric vehicles (EVs). Update: Company is now a certified B Corp	IS, CW, FC
Evolutioned - Workshops to enable organisations to create psychologically safe, resilient teams Update: Joined Microsoft for Startups Founders Hub.	FC, CW
GEODRONES - Aerospace company, creating a bespoke heavy-lift drone solution for the Defence & National Security sector. Update: Received a \$1.2 Million Cooperative Research Centres Projects (CRC-P) Grant, with ANU and New Frontier Technologies	IS, FC
Haast - SaaS platform to help organisations manage digital risk, enabling them to find and resolve brand and legal compliance issues, across their entire presence, before they result in brand damage, lost revenue or even costly fines. Update: Won the Zurich Innovation Championship	GA, SLS, CW
JDoodle - An online programming platform for programming and software development. Update: Participated in the Australian Trade and Investment Commission EdTech Trade mission to India	SLS, FC, IS
MCi (mineral carbonation international) - Clean technology platform revolutionising the carbon recycling industry Update: Announced the addition of Japanese investor, Sumitomo Mitsui Trust Bank Amount undisclosed)	IS, FC, CW
Miiroko - MIIROKO's innovative vegan hair colour formula is free from ammonia, resorcinol, and paraphenylenediamine, empowering women with affordable access to salon-quality hair colour that is both gentle on their hair and environmentally friendly. Update: Successful in the Boosting Female Founders grant, with an approved grant of \$400k.	GA, FC
PPB Technology - CSIRO spin-out, leading the commercial development of food diagnostic technologies for on-the-spot analysis of foods, beverages and other biological samples.	IS, SLS

Company, description, update	Engagement (alumni)
Update: CYBERTONGUE® Wins Category at the Victorian Premier's Design Awards Ceremony	
Prism Neuro - Technology focussed on solutions to measure and improve human movement control. Update: Announced pilot with Tennis Australia	IS, FC, SLS
Quantum Brilliance - Quantum computing hardware company, providing diamond quantum accelerators supported by a full stack of software and application tools. Cofounder presented at Quantum Innovation Summit 2024	FC
Rotor Lab - Rotor Lab specialises in design and manufacturing of custom electric motors, actuators, and propulsion systems. Update: New partnership with Canberra-based consulting and engineering firm, Geodetica.	FC
SkyKraft - Skykraft delivers Air Traffic Management (ATM) services from space to serve the global market for air traffic surveillance and communications, especially over remote and oceanic regions. Update: Presented at the CANSO Airspace World 2024 conference in Geneva.	SLS, FC
Syenta - ANU spin-out with patented fabrication method which enables the 3D printing of multi-material electronics with fewer steps and less waste. Update: Founder presented at the Cicada x Tech23 Panel "Meet Australia's Radical Innovators"	GA, FC
Tender Funerals - Not-for-profit funeral service that offers affordable, meaningful and personalised funerals and community education to empower people in their choices for dying, death and funerals. Update: Tender funerals launch with funding and partnership from airport group and snow foundation	FC
Vibe Dynamics - An innovation to facilitate, rehabilitate and promote better sexual function for those with complex medical conditions. Update: Patent approved in Australian market	GA, FC, CW, SLS

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, 29 events were either led by CBRIN, or hosted in our space, all being marketed to our ecosystem. These events attracted 963 participants.

CBRIN held 2 First Wednesday Connect events this quarter. This included the first event hosted in collaboration with our newest Gold Partners, Canberra Airport Group.

Marketing overview and efforts: Across the quarter the CBRIN Marketing and Communications team maintained focus on key strategic objectives, including audience development and increased engagement. The team also created and implemented advertising using the Meta platform.

The CBRIN marketing team joined forces with ACT Government to assist in the promotion of the Energy Innovation Fund (formerly REIF). The team will continue to work on the 3 month campaign until the end of April. Efforts of the marketing team included but not limited to:

- Amplification of ACT Government's messaging

- Assistance with informational panel event
- Inclusion in CBRIN weekly newsletter and
- Production of feature blog posts.
- Moderation of informational panel event (over 70 registrations)



Image: Petr Adamek moderating Energy Innovation Fund Informational Panel Event on 14 March 2024

Media & PR

- Insiders Guide: [The Benefits of Studying \(and Working\) in Canberra](#) - 12 January 2024
- RiotAct: [How Canberrans with good ideas are being turned into entrepreneurs](#) - 13 January 2024
- Financial Express: [Studying in Australia: Top 4 things to know to get the best of the Canberra study experience](#) - 9 February 2024
- Inside Small Business: [Canberra Innovation Network funding a new wave of innovative businesses](#) - 13 February 2024
- ACT Government Our CBR: [ICON grant helps launch fashion website - Our Canberra](#) - 15 February 2024
- HerCanberra: [How this networking event is supporting Female Founders in Canberra](#) - 20 February 2024
- RiotAct (Event Listing): [Things to do in Canberra this week \(23 - 29 February\)](#) - 22 February 2024
- RiotAct (Event Listing): [Things to do in Canberra this week \(8 - 14 March\)](#) - 7 March 2024
- HerCanberra (Event Listing): [10+ events to celebrate International Women's Day in Canberra](#) - 29 March 2024

- RiotAct: [Networking doesn't have to be awkward, here's how to connect at your next event](#) - 27 March 2024
- ACT Government Our CBR: [ICON grant helps pro cyclist launch business](#) - 1 March 2024
- HerCanberra: [Meet the Canberra women paving the way to equal opportunities](#) - 8 March 2024
- RiotAct: [Canberra manufacturers face a 'struggle to compete' if they don't embrace digital tech](#) - 19 March 2024

Video, Photo, Web & Design

- Mude captured the February Female Founders - 13 February 2024
- Mude captured the March FWC - 6 March 2024
- Mude captured the March Female Founders - 12 March 2024
- Oculo Digital created a Female Founders video for promotional purposes
- Oculo Digital created a First Wednesday Connect video for promotional purposes
- Oculo Digital created a 2024 Innovation Showcase for promotional purposes

Innovation Station (BEN)

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:

- [Inside the intensive accelerator program that's evolving the startup path for local innovators](#)
- [Women in Innovation: Alicia Martin, TaperMate](#)
- [CSIRO ON Prime and why it's a must for Canberra researchers](#)
- [First Wednesday Connect Pitch List February 2024](#)
- [The speech pathologist who moved from Oxford to Canberra to launch her startup](#)
- [Money for new ideas and solutions for Canberra companies](#)
- [Female Founders - Supporting Women-led Businesses](#)
- [Meet the Canberra CSIRO ON Accelerate teams - ErythroSight](#)
- [How this networking event is supporting Female Founders in Canberra](#)
- [This startup is changing the game for Defence SMEs](#)
- [Idea to Impact: The 10-Week Challenge Helping People Validate Ambitious Ideas](#)
- [Meet The Women Paving The Way To Equal Opportunities](#)
- [Startup mentor and angel investor Sylvia Tulloch on making a difference](#)
- [First Wednesday Connect Pitch List March 2024](#)
- [Stretch your brain! Events run by innovators in the community.](#)
- [\\$17 million kitty to boost energy innovation and ideas in the Territory](#)
- [Canberra Annual Investor Showcase 2024](#)
- [Networking doesn't have to be awkward, here's how to connect at your next event](#)

Paid Advertisement Insights

To reach a larger audience, CBRIN ran several advertising campaigns throughout the quarter promoting events and programs. 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 depending on the ad.

This quarter across all ads we reached a total of 104,384 accounts, with 242,526 impressions and a total of 1014 clicks.

Campaign Name	Reach	Impression	Link Clicks	CPC (Cost Per Click)
CBRIN Awareness 23/24	19,252	37,218	N/A	N/A
Coworking	8,021	13,029	93	\$0.46
Intro Meeting	4,206	8,305	21	\$2.38
FWC Post	1,442	12,084	53	\$1.98
Female Founders Post	3,614	6,612	43	\$1.16
FWC Post	8,243	10,693	48	\$1.04
SME Breakfast Event	7,212	20,858	155	\$0.65
Female Founders Event	8,497	21,492	150	\$0.67
SME Breakfast Event	3,211	9,450	92	\$0.54
FWC Event	7,817	13,136	51	\$0.98
SME Breakfast Post	3,085	6,015	50	\$1.59
FWC Event	13,705	24,786	109	\$0.92
Female Founders Event	9,395	25,979	120	\$0.83
Coworking	5,944	7,861	60	\$0.84
FWC Event	5,448	7,821	70	\$0.71
Coworking	4,502	6,067	49	\$1.02

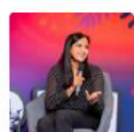
Social media insights

	Facebook	Instagram	LinkedIn
Reach	64.6K	31.4K (increase of 67.7%)	N/A
Profile visits	2.1K	616	1,490
Followers	5,592	2,384	6,571
New followers	74	81	263

	Facebook	Instagram	LinkedIn
Post reach	9.4K	9.3K	N/A
Post engagement	258 (increase of 5.7%)	257 (increase of 8%)	N/A
Impressions	N/A	N/A	31,765

Top Performing Organic Posts

Highest reach on a post ⓘ



Facebook post
The Female Founders event series will launch for the year o...
4 Feb 2024, 12:00

This post's reach (1,220) is **246%** higher than your median post reach (353) on Facebook.

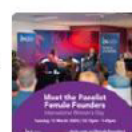
Highest reactions on a post ⓘ



Facebook post
Panel Announcement! 🚨 Get excited! Kareena Arthy. Sally...
27 Feb 2024, 01:00

This post received **1,167%** more reactions (38 reactions) than your median post (3 reactions) on Facebook.

Highest comments on a post ⓘ



Facebook post
Panel Announcement! 🚨 Get excited! Kareena Arthy. Sally...
27 Feb 2024, 01:00

This post received 6 comments compared to your median post (0 comments) on Facebook.

Image: screenshots of top performing organic social media posts

Weekly Newsletter Statistics

10,016 (205 new) contacts, 6,076 subscribers (112 new) (40.5% female)

Table: Weekly Newsletter Click rates

Stats	16 Jan	23 Jan	30 Jan	06 Feb	13 Feb	20 Feb	27 Feb	05 Mar	12 Mar	18 Mar	26 Mar
Average Open Rate	32.6%	26.9%	30.0%	30.2%	32.5%	29.9%	29.3%	28.0%	28.0%	30.8%	28.3%
Average Click Rate	2.9%	2.6%	2.2%	2.5%	6.4%	1.8%	2.0%	1.4%	1.8%	2.4%	1.9%

The highest rating newsletter based on average open rate and average click rate was sent on 13 February 2024. The theme the most recent round of ICON recipients.

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 963 participants for 29 events

Year-to-date: 5,822 participants for 159 events

	Events	Participants
January 2024	3	22
February 2024	12	433
March 2024	14	508

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 9,947 unique registrations for 97 First Wednesday Connects and Innovation Showcase events since 1 July 2015.

First Wednesday Connect 7 February 2024

Hosted at 1 Moore Street, Canberra

239 registrations: 50% new participants

Audience: 31% entrepreneurs, 10% students, 15% Corporate, 8% public servants, 6% creatives, 10% SME, 6% researchers, 3% investors and 11% other

Speakers:

- Hollie Bell, [National Industry PhD Program](#)
- Nick McNaughton, [Capital Angels](#)
- Belinda Newham, [Decision Revolution](#)
- Jonathan Laloz, [Self Plus Plus](#)
- Petr Adamek, [Idea to Impact](#)
- Swan Ricco, [LIFA LAB](#) at [Female Founders](#)
- Tim Miller, [The Endless Project](#)
- Karen Hedley, [The Easy Read Toolbox](#)
- Robin Fieldhouse, [Industry Growth Program](#)
- [Blog post](#)

First Wednesday Connect 6 March 2024

Hosted by the Canberra Airport Group, 35 Brindabella Cct, Brindabella Business Park

178 registrations: 55% new participants

Audience: 27% entrepreneurs, 12% students, 11% Corporate, 5% public servants, 8% creatives, 5% SME, 14% researchers, 1% investors and 17% other

Speakers:

- Genevieve Jacobs, [Region Media](#)
- Marcus Dawe, [MCI Carbon](#)
- Anita Healey, [Energy Innovation Fund](#)
- Alex Northey, [Waste Check Technologies](#)
- Irene Zhen, [Female Founders](#)
- Slava Kozlovskii, [evee](#)
- Sally Wagnon, [Accelerator for Enterprising Women](#)
- Felix Weihs, [PPB Technology](#)

- [Georgia Von Guttner](#), CIT New Strategy Development
- Ilea Buffier, [Evaluate8 Sustainability](#)
- [Mitch Porteous](#), The Microforest Collective
- [Blog Post](#)

Testimonial:

"I am very impressed with how you run these events. Simple but effective - great networking opportunities." - FWC event attendee



Image: Photo collage from First Wednesday Connect March 2024

Female Founders

There have been 1,458 registrations for 27 Female Founders events since 24 March 2020.

Female Founders Tradeshow, 13 February 2024

Level 5, 1 Moore Street, 76 registrations: 70% new participants

The first Female Founders event of the year featured a tradeshow style event with 12 female led businesses invited to showcase and pitch their innovations. The tradeshow style highlights that one of the best ways to support women in business is to buy from them.



Image: photo collage from Female Founders 13 February 2024

Female Founders Tradeshow, 12 March 2024

Level 5, 1 Moore Street, 67 registrations: 60% new participants

The 2024 UN Women Australia International Women's Day theme was Count Her In: Invest in Women. Accelerate Change. To celebrate, CBRIN hosted a special ask-me-anything style event with the title "Find Funding Faster". We invited Ms Kareena Arthy, Deputy Director-General, Chief Minister, Treasury and Economic Development Directorate, Michelle Jasper, Founding Director, Gundaywarra Innovation ANU, and Sally Wagnon, Senior Campaign Manager, 89 Degrees East, to be part of the panel. The panel shared their experiences, answered questions submitted with registrations and we opened the questions to attendees.



Image: photo collage from Female Founders 12 March 2024

Testimonials

"If you're a woman starting your innovation journey - start with CBRIN. They deliver on the promise of authentic support (and celebrate authentic failure). They will cheer your every success." - Anna Carr, Female Founders March attendee

"Excellent opportunity to connect with other female founders and making the most of the community. I had lots of interest in my business, and make lots of great connections - people who wanted to introduce me to others etc" - Teresa Wojcik, Female Founders February pitcher

Regional, National and International Engagement

- CBRIN hosted the Czech Embassy for a collaborative workshop - 26 February 2024
- Shifka Seigel, Strategic Advisor and Project Manager at the Israel-Australia Chamber of Commerce visited CBRIN, with Owen Atkin, Director of AFII - 4 March 2024
- Craig Davis and Hannah Hartgers attended the SOUTHSTART Festival in Adelaide - 5-7 March 2024

Other Event Support & Engagement

- The Mescaline Garden held a workshop in the CBRIN Events room - 3 March 2024
- CBRIN sponsored the room for the Better Renting board meeting in the CBRIN Lab - 9 March 2024
- Blueegg held their EUX Catch up in the CBRIN Lab - 13 March 2024
- Canberra Cyber Hub hosted a number of events in the CBRIN Events Room this quarter
- The Social Enterprise Council of NSW and ACT (SECNA) hosted a two-day event in the CBRIN Lab - 19 and 20 March 2024
- CBRIN sponsored the room hire for the Blak Coffee catch up - on 27 March 2024
- CBRIN sponsored room use for the Berrijam AI Talks events this quarter
- CampusPlus held several presentations in the CBRIN Lab throughout the quarter
- Bluebird Advisory held several events in the CBRIN Lab throughout the quarter



Image: LinkedIn post by Kylie Flament, SECNA CEO, on SECNA visit to Canberra 19-20 March 2024.

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

- 8 events for the community to spark networking and collaboration.

- Monthly Coworking Newsletters: 221 active subscribers with an average open rate of 45%.
- CBRIN Coworking companies can access credit with AWS; currently evey, Rosella Street and XstreamCompute are registered.
- As of 31 March 2024 there were:
 - 75 companies active in CBRIN Coworking, with 8 new companies joining the space.
 - 219 active members
 - 87 full-time memberships (dedicated desks), 85 part-time memberships (community desks), and 47 casual members this quarter.
 - 74% occupancy rate for full time desks, 106% for part time desks
 - Female members: 76 (35%)
 - CALD members: 52 (24%)

Companies working in the CBRIN Coworking Space this Quarter:

ADS Solar	Drenlo	MIIROKO
Agape	<i>Emmicom</i>	Modern Methodologies
Allygroup	Empact Group	Mude
Amoux Company	<i>Epicorp</i>	My Green Butler
AtlasTech Solutions	Ereflect	Numbers and Sense
Augmented Intelligence	Evalue8 Sustainability	OD-AI
Bakesale	Evee	Oscillo Labs
Better Renting	Evolutioned	Overflow Solutions
Beth Anne Baldwin	FrontierSI	Ozstream
Bianca Pavlic The Label Pty Ltd	GPN Vaccines Ltd	Polygon Energy
Bluebird Advisory	Gridsight	Rosella Street
Blueegg	Grow Right Digital	Safe Synergy
Blue Sky Digital	Haast	Shoelace Creative
Brain Changer	Harrison Barratt Group	Siemens Mobility
Campus Plus	Human Factors Group	SignOnSite
<i>Canberra Blockchain</i>	Humaneer.app	The Business Body
<i>Centre</i>	illumir	The Jansz Group
Canberra Cyber Hub	Inferlabs	Traceably
Contraco	Innovate Communicate	Veritas Group
Coursera	Inten Tree Pty Ltd	VenuBooka
Cybake	IR20	Vibe Dynamics
Cybercy	Joanine Enterprises	Viortec
Decision Revolution	Lanterne	VTARA Energy Group
Dentroid	Lucy Pedley Bookkeeping	WOTLink
Disability Leadership Institute	MCI	XstreamCompute
Disaster Science	Mia Swainson Consulting	Yarn
		Your Season

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's Sophia Hamblin Wang was interviewed on ABC radio \(Upper Hunter Regional Report\) on Climate Change and the World Economic Forum, while she was attending the Forum. \(From 00:41 – 06:00.\)](#)
- [MCI Carbon was featured in the Innovator's Startup of the Week series](#)
- [Dentroid was featured in 9News about their Griffith University clinical trial](#)
- Haast were part of the ACT Government trade mission to the UK and [won at the Zurich Innovation competition](#)
- [Joel Dignam, founder of Better Renting was interviewed for an ABC news article](#)
- Belinda Newham, founder of Decision Revolution was on a panel at the Mill House Ventures program launch event
- Beth Baldwin, Copywriter, launched the first of a series of workshops in content creation for small businesses/entrepreneurs
- [evee achieved B Corporation status](#)

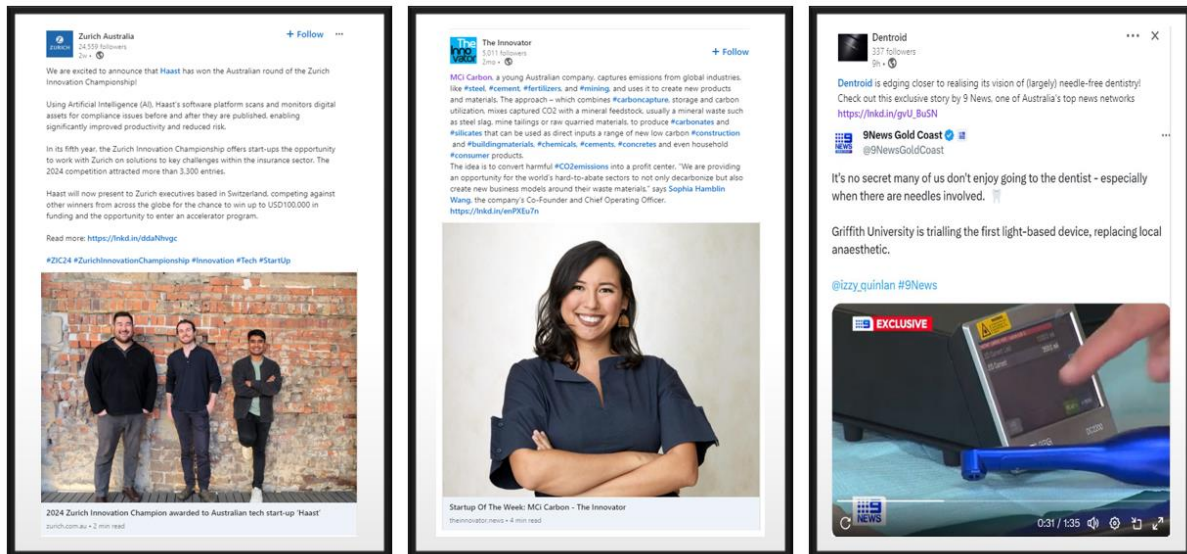


Image: collage screenshots from LinkedIn, showcasing CBRIN coworker wins

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.

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 601 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 221 active subscribers with an average open rate of 45%.

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 CBRIN's Growth Programs, networking events and collaborative events.

This quarter:

- The Growth Team had 47 Founder Conversations with coworkers
- 2 coworkers participated in the Idea to Impact Program
- 6 coworkers pitched at First Wednesday Connect



Image: Slava Kozlovskii, founder of evee, and CBRIN coworker pitching at March FWC

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
8 February 2024	AI Talks: The Roundtable Edition	Berrijam	4
14 March 2024	AI Talks: Enhancing Apprenticeship Completion Rates through Data-Driven Interventions	Zul Al-Kabir, CTO of Exemplar Systems	8

Community Events

Community Events are a great way for coworkers to build relationships with other innovators in the space, and an 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 welcomed the community to the new year with a brunch and goal-setting prompts. In March we tapped into everyone's creative sides with a mini collab lab to generate ideas for the City Hill with an Ideas Competition (see full report in section 1.2).



Image: photo collage from Coworking Events

Date	Event	Participants
30 January 2024	Welcome Back Brunch	27
27 February 2024	Community Morning Tea	22
14 March 2024	City Hill Creative Ideas Competition	9
26 March 2024	Community Morning Tea and Easter Egg Hunt	32
Fortnightly on Fridays	Community Drinks	10-15 Average

Testimonials

"I can whole-heartedly recommend CBRIN Co-working. I come to CBRIN once a week to break my working-from-home routine and I've already met so many inspiring and lovely people." Adriana Voegeli, illuminr,

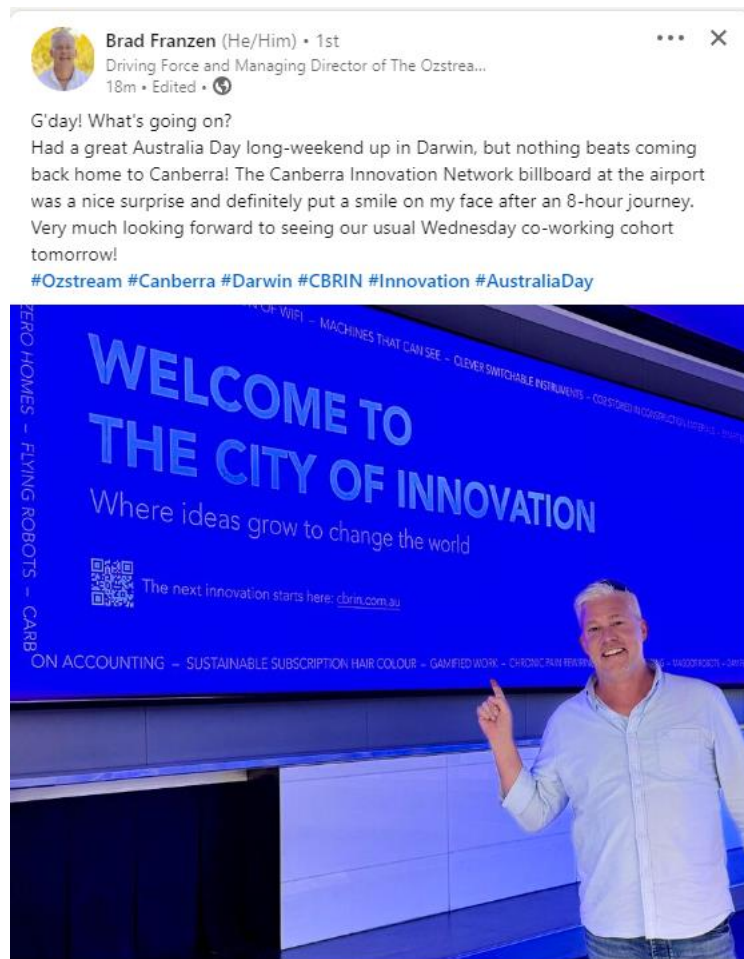


Image: screenshot of LinkedIn post by Brad Franzen, founder of Ozstream online and current CBRIN Coworker giving a shoutout to CBRIN and CBRIN Coworkers

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 assists UNSW Canberra Launch with curating events throughout the year for the collaborators at Launch and creates opportunities for UNSW researchers to connect with the companies at Launch.

Key Achievements & Activities this Quarter

- Launch Collaborators engaged with CBRIN activities this quarter by participating in the Scaleup Leaders Group and Founder Conversations with the Growth Team
- 140 attendees participated in 6 Launch Community events this quarter
- 12 registrations from UNSW students and staff across CBRIN events this quarter
- The newsletter was moved to a separate distinct Mailchimp account to continue growing the community engagement

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 providing stable and reliable virtualised real-world environments to test existing skills or learn new ones.
FuturifAI	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.
Infinity Avionics	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.
Kestra (formerly K3partners)	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.
Ocula	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.
Penten	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.
Point River Networks	Point River Networks provide consulting, recruiting, unified communications and networking.

Collaborator	Company Description
Skykraft	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.
Viden	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 has two employees, Gennaro DeMarco and Nicholas Knowler, in the finalists list for the Australian Defence Magazine 30 under 30 awards.
- Ascent had a team participate and raise nearly \$20,000 for Veterans by marching 12,000 kilometres as part of the Soldier on Australia MarchOnChallenge
- Infinity Avionics unveiled their Modular Camera Unit the Orion12MP-550 at the 16th Australian space forum.
- Penten fielded a team who participated and completed the 2024 Canberra Marathon
- Penten along with the Australian Women in Security Network hosted their annual Women's Day event
- Penten Engineer Peter Le won the Australian Defence Magazine 30 under 30 award.
- FuturifAI are moving onto the second phase of the AI innovation in space competition hosted by Massachusetts Institute of Technology ARCLab after finishing as finalists in the first stage of the contest.
- Skykraft attended and exhibited at the Airspace World Conference held in Geneva Switzerland
- Skykraft has begun developing a series of VHF satellites for space to ground communications as the result of approval for their use being approved by the International Telecommunications Union following Skykrafts' demonstrations of their use last year.

Monthly Community Newsletter

Stats	January 2024	February 2024	March 2024
Open Rate	50%	46.2%	41.1%
Click-through Rate	5.3%	5.1%	5.6%

Collaborator Engagement with other CBRIN Programs

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

This quarter:

- Skykraft participated in the Scaleup leaders' program.

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
January 2024	1	60
February 2024	2	25
March 2024	3	55

- Welcome Back Coffee Van – 30 January 2024
- Lunch and Learn: CSIRO Industry PhD Program – 15 February 2024
- Launch Monthly Connect hosted by Infinity Avionics – 29 February 2024
- International Women's Day afternoon tea, hosted at Launch on Northbourne, and UNSW Canberra City Campus – 7 March 2024
- Launch Monthly Connect hosted by Viden – 27 March 2024



Image: Photo collage of Launch Community events January – March 2024

Foundation Member & Partner Engagement

- Monthly CBRIN Extended Team Meeting held either online or in person at CBRIN with representatives from ANU, UC, UNSW, CSIRO, and CIT
- 18 January 2024 - CBRIN Team visited UNSW Canberra's City Campus for a detailed briefing of the Launch Hub
- 23 January 2024 - CBRIN Team held a stall at the CIT all staff conference
- 25 January 2024 - CBRIN Team visited Canberra Airport to discuss hosting First Wednesday Connect March
- 29 January 2024 - CBRIN team met with ANU Responsible Innovation course to collaborate on contributing to the student experience within that course
- 25 January 2024 - CBRIN Team visited ANU to discuss hosting First Wednesday Connect April
- 30 January - CBRIN team hosted a stall at the UC Market Day
- 1 February 2024 - Met with the UNSW Founders team to share learnings and collaborate on innovation programs
- 12 February 2024 - CSIRO ran an Impact Pathway Workshop for CBRIN, in preparation for development of an Impact Report
- 14 February 2024 - CBRIN Team held a stall at the ANU Open Day
- 14 February 2024 - CBRIN team met with Ulrike Proske from ANU about internships for ANU higher degree research students
- 23 February 2024 - PIP Grant Application pitch with representatives from UC, UNSW Canberra, CIT and ANU
- 26 February 2024 - ACT Government and ANU representatives engaged in the European Digital ICT & Cyber Collaboration
- 6 March 2024 - Canberra Airport co-hosted First Wednesday Connect event
- 12 March 2024 - the CBRIN team was invited to be on the panel for UC's Discovery Translation Fund for researchers and the panel met on this date to make grant decisions.
- 14 March 2024 - the CBRIN team met with Damith Herath from UC to discuss a new robotics manufacturing hub concept
- 19 March 2024 - ANU spin-outs, Syenta and Sprout Materials, presented at the Annual Canberra Investor Showcase
- 19 March 2024 - UC robotics companies and affiliates, RediRobots, Vibe Dynamics and Prism Neuro presented at the Annual Canberra Investor Showcase
- 19 March 2024 - CSIRO spinout, PPB Technology, presented at the Annual Canberra Investor Showcase
- 19 March 2024 - CBRIN hosted the Annual Canberra Investor Showcase with delegations from ANU, UNSW, UC, PWC and KWM
- 20 March 2024 - CBRIN met with Carlos Kuhn on potentially collaborating with the Open Source Institute
- 21 March 2024 - Digital Manufacturing on a Shoestring Workshop engaged with UNSW Canberra, CIT, and ACT Government.
- 21 March 2024 - CBRIN's Advisory Committee meeting had representatives from ANU, Canberra Airport Group, PWC and KWM

- 26 March 2024 - CBRIN engaged with HEX program leaders and alumni. HEX offers entrepreneurship activities for school and university undergraduate students that can count towards a student's degree.

Early stage researcher & deep tech engagement:

- ANU
 - o Erythrosight
 - o Scinter
 - o William Yao
 - o Crystal Clitheroe
 - o Akshay Menon
 - o Aqacia
 - o Sprout Materials
 - o Euan McNaughton
 - o Matthew Altenburg
- CSIRO
 - o Terria.io
- UNSW Canberra
 - o OZ Port Ease
 - o Evolutioned

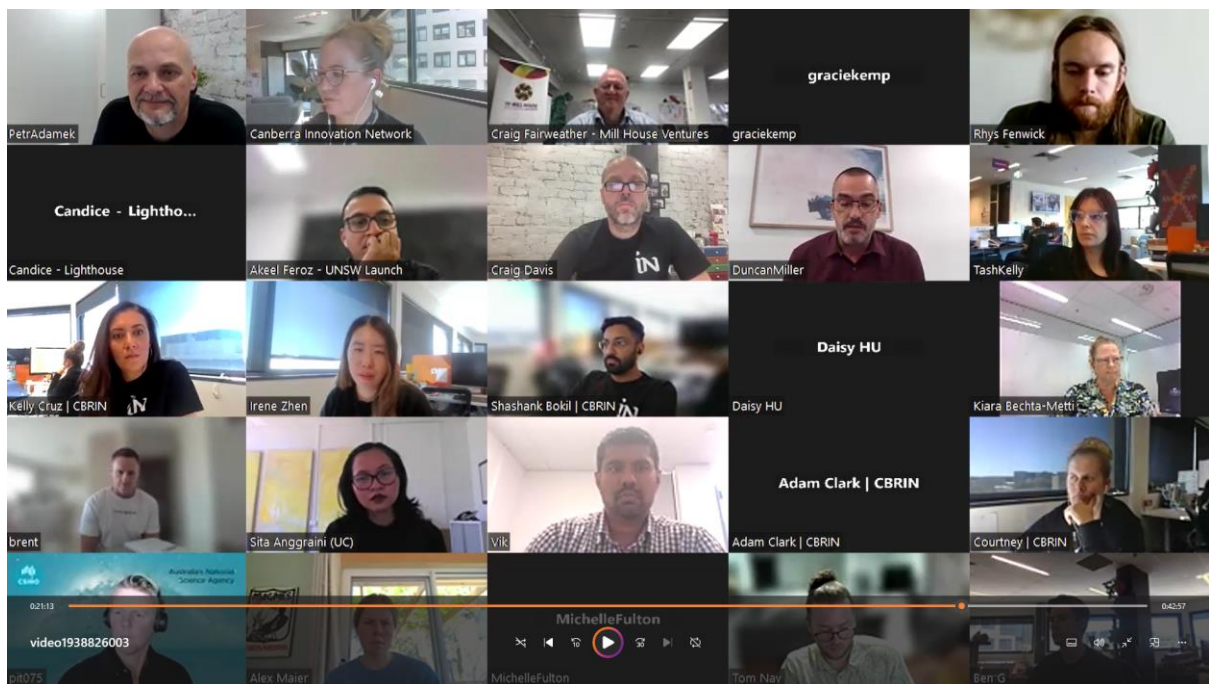


Image: Screenshot from CBRIN Extended Team Meeting 7 February

Methodology

Participant Feedback

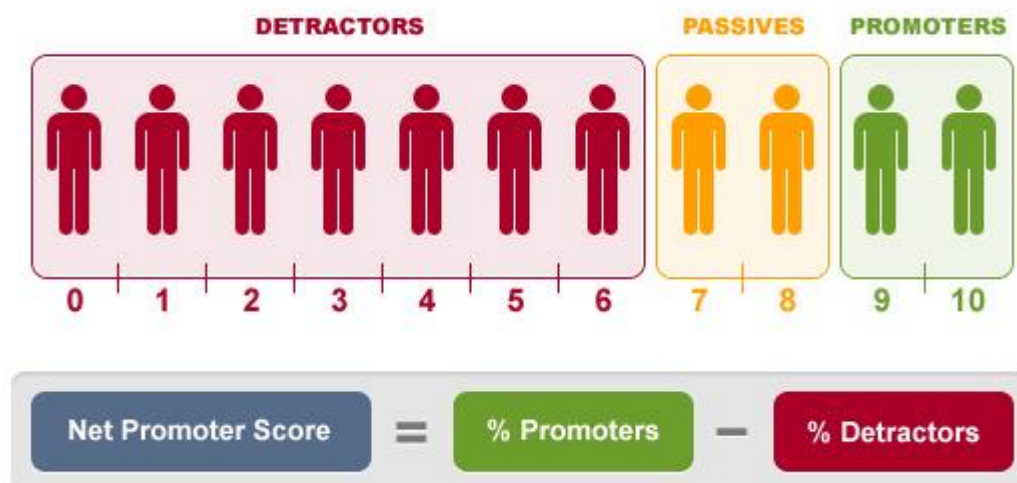
Wherever possible, the Canberra Innovation Network team seeks feedback from all program and event participants using a standard form. Questions include their rating of the event, what testimonial they would give and what aspect of the workshop or event they enjoyed the most. We report data and selected 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 likely 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 APRIL – 30 JUNE 2024

ABN: 90 601 492 826

SUPPORTED BY





CANBERRA
INNOVATION
NETWORK

Quarterly Report Q4 2023-2024

Coworking



- 74** Companies in coworking of which 4 are new
- 204** Active memberships
- 70** Female members in coworking, which is 34%
- 52** From diverse cultural and linguistic backgrounds (25%)
- 5** Out of 21 offices taken for Level 4, refurb started

Growth Programs



- 244** founder sessions held this quarter (highest on record)
- 79** eligible EOIs for ICON received
- 9** ICON Grants awarded with a total funding of \$250k
- 89** Ventures assisted this quarter, 55% beyond the startup stage
- 75** Mentors active this quarter from a pool of 156
- 139** aggregate capital raised (M\$) since ICON for 48 survey respondents

Engagement



- 1,926** Attendees across all events, 7,748 in all of 2023-24
- 60** Events held this quarter, 219 in 2023-24
- 1,041** Attendees in outreach events
- 15** Outreach events with partners

Collaboration & Pipeline

- 107** Participants in collaborative innovation events
- 165** Pipeline event participants
- 40%** Female participants in Idea to Impact
- 5** Canberra teams in CSIRO ON Prime delivered by CBRIN

Ecosystem highlights



\$130+ Million raised by Canberra companies this quarter (incl. grants, venture capital + angel investments).

MAJOR FUNDER, FOUNDATION MEMBERS AND CORPORATE GOLD PARTNERS



"This workshop pushed me to refine the value proposition for my business, perfect my pitch, tackle those long-postponed tasks, and help me understand how to run my business better – Anjali Srivastava, Idea to Impact participant

"The Founders Collective is a great forum in which to connect with people who are grappling with a set of challenges similar to your own " – Brad Franzen, Founders Collective participant

"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, ICON Grant Recipient

"I was stuck in a bit of a rut when it came to my own creative flow. I was feeling a little disheartened by the lack of interest for a creative perspective with my line of work (photography). Just being in the room helped me more than I thought it would. I loved seeing that persistence with creativeness has its rewards. I was welcomed without judgement and met a lot of new people, that I look forward to working with in the future. The speakers' honesty when it came to their own journey's was refreshing to hear and really allowed me to feel like my own journey was still going in a good direction, which definitely lifted that heaviness off my shoulders. It was just what I needed to get that creative flow moving again. Thank you for letting me be a part of this creative connection. I look forward to the next one." - Shantelle Scholes, Creative Connect Participant

"Shashank was really friendly and helpful. I felt like talking to someone I trust to get his advice. I appreciated his views and reinforcement of my ideas. I also appreciated his advice on specific things that I needed to clarify. Thank you!"
– Mariana Marcano Franco, Intro Meeting feedback

"The SME Accelerator is a fantastic opportunity to learn from others who have done it all before or are in the midst of doing it all now. The presenters, content and mentors were all very valuable to my business. I feel more focused on where to put my energy to grow my business." – Leah Bach, Founder, ACT Barks and Recreation, SME-24 Business Accelerator Participant

"You are building and growing your business, completely immersed in your operations. This workshop is very useful if you want to take a (very short) break and to have a view on your business from outside, see potential problems, set new goals and decide what to focus on. You also get to hear about experiences of other founders that can help you avoid some common mistakes."
- Ilya Shadrivov, HYREA, Scale up leaders participant

"The opportunity to discuss important issues in a room full of influential players should not be passed on. CBRIN do a great job of connecting up various actors from disparate spheres, providing a level playing field and encouraging all voices. It leads to very interesting conversations, and highly facilitated ones at that." - Brook Clinton, Business Sustainability Collab Lab panelist

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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. The Introduction includes the 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 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.

Q4 Performance: Executive Summary

This reporting period covers the quarter starting 1 April 2024 and ending 30 June 2024. The closing quarter of the financial year 2023-24 saw growth in CBRIN activity levels due to increased demand for our services and support. The following achievements and key highlights this quarter include:

- CBRIN held the highest quarterly number of individual sessions with business owners on record, 244. In FY2023-24 we held a total of 463 founder one-on-one sessions and 363 intro meetings, totalling 826 individual meetings with owners of innovation projects or companies.
- The total capital raised by Canberra companies this quarter has been also the highest on record: over \$130M. Even without the \$100M Samsara Eco round announced on 28 June (one of the top 6 deals in the country and the second largest in cleantech this quarter), there were some other notable investments including GPN Vaccines' \$18M B1 round and Liquid Instruments' \$12M round. Overall, 3 out of top 16 deals in the country were capital raised for Canberra companies (source: [Cutthrough Ventures Quarterly Q2-2024](#)).
- CBRIN drove the second highest quarterly engagement in outreach activity co-delivering or participating in 15 events with different partners with a combined audience of 1,041 participants building innovation capacity across the ecosystem. In these events CBRIN staff hold stalls or presentations and workshops to introduce CBRIN offerings, opportunities and upgrade innovations skills in segments of the community that may not consider themselves entrepreneurs. In total, we have reached out to a combined audience of 3,261 through 52 events in FY 2023/24.
- CBRIN hosted 4 collaborative innovation events with 139 attendees this quarter, adding to a total of 15 events across the year with over 733 participants in the 2023-24 Financial year. We piloted the first Creative Connect event in collaboration with artsACT bringing innovation networking and fireside chat panel event to the creative community. We have also worked with CIT broader executive team (CIT Link) to host workshop on value and innovation. We have also run our first ever business sustainability collaborative innovation event, hosted by University of Canberra and sponsored by Minister Share Rattenbury and ACT Government EPSDD engaging a range of Canberra SMEs.
- In Growth programs, CBRIN has actively assisted 89 ventures (of which 49, or 55% are beyond the startup stage) engaging 75 mentors across 99 intro meetings, 145

one on one founder sessions (highest quarterly performance this financial year) and nine events and workshop programs that had 165 participations.

- CBRIN in partnership with ACT Government completed the second Innovation Connect Grant round of the financial year having received 79 Expressions of Interest, of which 27 (34.2%) had founder who identified as female or non-binary. Twenty projects were shortlisted and 9 projects were awarded funding between \$10-\$30k, totalling \$250k awarded this quarter.
- CBRIN has also completed end-of-year survey of past recipients of ICON with 50 respondents, of which 48 are still in business and have aggregate turnover of \$42M, having raised aggregate capital of \$139M since their receipt of the ICON grant.
- This quarter CBRIN had 1,926 participants, across 60 events, adding to a total of 7,748 participants across 219 events in the Financial Year 2023-24. In this metric we count events and participants hosted in CBRIN or run by CBRIN outside of its premises, such as First Wednesday Connects. Adding the numbers for events and participants at events held by others with CBRIN's significant presence or assistance, such as a stalls, booths, presentations or workshops CBRIN engaged this quarter 2,967 people in 75 events. In the entire financial year our combined event audience reached 11,009 in 261 events.
- This quarter CBRIN commenced works through its contractors Blackett Commercial and Eldane Pty Limited on upgrade of the Level 4, 1 Moore St to turn it into a Scale Up and SME hub. We have expensed over 20% of the total ACT Government grant allocation this quarter, completing demolition works, and conducting works on mechanical services, partitioning and electrical services.

Although this last mentioned KPI is still in progress for CBRIN, we can conclude that CBRIN has achieved or significantly progressed all its set KPIs from the 2023-24 Workplan. The high numbers reported are mostly driven by demand for our support. CBRIN sets the infrastructure and inputs for our events and programs in a way that allows us to accept participants flexibly due to relatively lower marginal cost of each additional participant. This explains some massive overachievements of targets reported. The targets set for the year are designed to make sound economic sense, be realistically achievable and provide good value for money to CBRIN members, ACT Government, and the broader innovation community.

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	7	15	52	6
	1.1 Participants	1,148	600	472	1,041	3,261	150
	1.1 InnovationACT	1	0	0	0	1	1
COLLABORATION	1.2 Events	4	4	3	4	15	10
	1.2 Participants	401	129	64	139	733	200
PIPELINE	2.1 Participants	377	293	357	319	1,346	200
	2.1 Intro Meetings	95	46	123	99	363	100
	2.1 ICON Rounds	1	0	1	0	2	2
GROWTH	2.2 Ventures Assisted	72	76	62	89	153**	20
	2.2 Founder Sessions	77	140	101	145	463	60
	2.2 Engaged Mentors	67	51	64	75	96**	20
ENGAGEMENT	3.1 Events	64	66	29	60	219	100
	3.1 Participants	2,671	2,188	963	1,926	7,748	2,500
	3.1 Stories	14	12	8	13	47	14
	3.1 Events for under-represented	2	1	2	1	6	4
	3.1 Showcase	0	1	0	0	1	1
	3.1 External engagement	11	10	3	6	30	1
INNOVATION HUBS	3.2 Coworkers	228	211	219	204	228*	150
	3.2 Companies	85	85	75	74	85*	50
	3.2 Connected HUBs	2	2	2	2	2*	2
	3.2 Expansion project	0	0	0	1	1	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 Q4 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
ANU Women in STEM Conference stall	2 April	80
ANU HDR Mini Market Stall	2 April	200
Canberra Airport Open Day Stall	6 April	400
CSIRO ON Accelerate Level Up Panel Guest & Networking	10 April	100
UNSW Canberra YoWIE Career Fair Stall	16 April	80
ANU College of Health & Medicine Early-Mid Career Committee Guest Talk	16 April	8
ACT Government Small Business Expo Stall	9 May	50
Canberra College Career Stall	13 May	30
UC HDR What is Research Impact Workshop	14 May	10

Event	Date	Attendance/Engagement
UC Researcher Development Program – Partnerships Workshop	17 May	10
Canberra RNA Emerging Leaders Symposium Career Panel	20 May	32
MacKillop College Lean Innovation Workshop	22 May	26
UC HDR Pitch for Funds	13 June	3
UC Researcher Development Program – Outcomes and Impact Workshop	28 June	12
TOTAL	15 events	1,041 participants

CSIRO ON Accelerate Level Up Panel

10 April 2024, 100 participants, National Museum of Australia

As part of the CSIRO ON Accelerate program, Dr Craig Davis presented on the panel with Elizabeth McGrath and Gordon Waddington (Prism Neuro) on research commercialisation journeys. This was followed by a networking evening hosted by the Canberra Innovation Network.



Image: Photo collage of panel session at CSIRO ON Accelerate Level Up Day



Image: Photo collage of networking evening of CSIRO ON Accelerate Level Up Day at CBRIN

ANU College of Health & Medicine Early-Mid Career Committee Guest Talk

16 April 2024, 8 participants, Online

CBRIN participated in the ANU CHM Early-Mid Career Committee session presenting commercialisation opportunities for researchers as facilitated by CBRIN in the ACT.

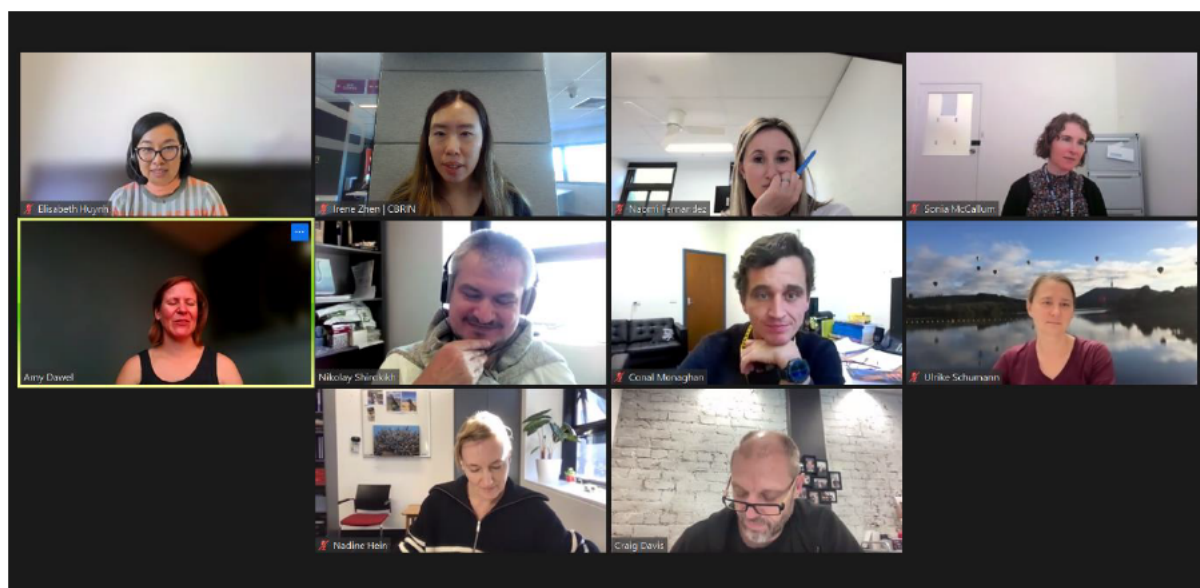


Image: Screenshot of ANU CHM Early-Mid Career Committee

UC Researcher Development Program - Partnerships Workshop

17 May 2024, 10 participants, University of Canberra

As part of the ReD Program for early career researchers at UC, CBRIN delivered a workshop on collaboration and partnerships for researchers.



Image: Photo of workshop

UC Researcher Development Program - Outcomes and Impact

28 June 2024, 12 participants, University of Canberra

As part of the ReD Program for early career researchers at UC, CBRIN participated in an interactive session on outcomes and impact.

Testimonial:

Thank you so much for supporting UC ReD IGNITE. You gave a masterclass in the art of listening, mentoring and getting people to engage. Your presence made all the difference!
- UC ReD Team

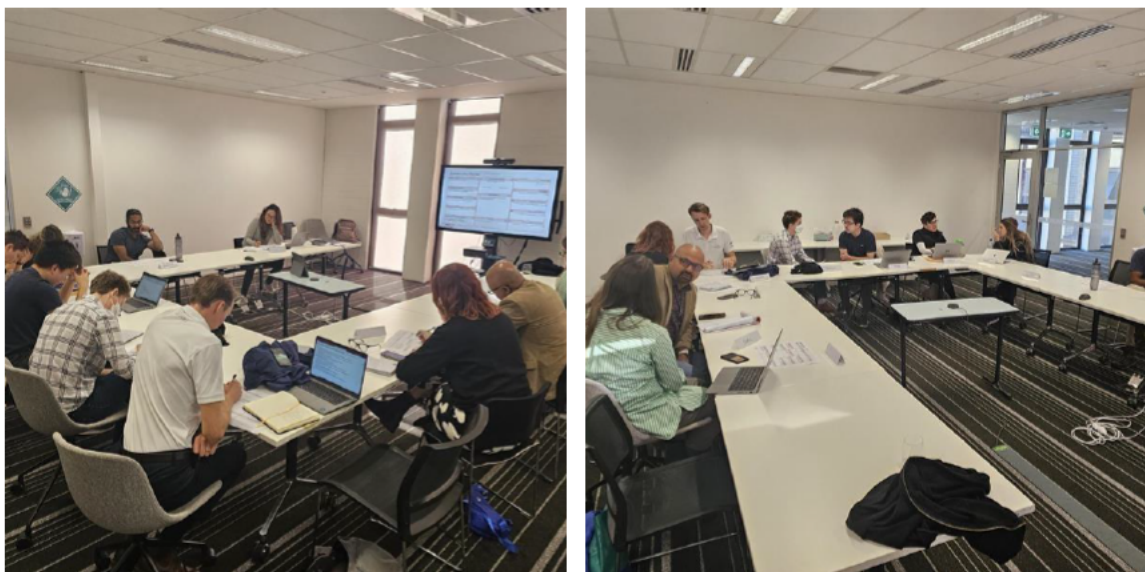


Image: Photo Collage of UC Research Development Partnerships workshop

Canberra RNA Emerging Leaders Symposium Career Panel

20 May 2024, 32 participants, ANU

CBRIN presented on a panel at the Canberra RNA Emerging Leaders Symposium on the topic of careers and research translation.



Image: Photo Collage of the Canberra RNA Emerging Leaders Symposium

MacKillop College Lean Innovation Workshop

22 May 2024, 26 participants, CBRIN Events Space

CBRIN delivered Introduction to Lean Innovation workshop to St Mary MacKillop College 24 Year 11 students. These students took a tour of the coworking space, heard from 3 coworkers, and learnt the basics of coming up with and pitching an innovative business idea.





Image: Photo of St Mary MacKillop College students visiting CBRIN, 22 May 2024

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 - Collaborative engagements

In Q4 2023/24 CBRIN delivered a range of collaborative innovation activities.

Collaborative engagements	Date	Attendance	Mentors/Judges
CIT Link: Connection and Momentum	3 April	25	n/a
Business and Sustainability Collab Lab	1 May	41	n/a
Creative Connect: Panel	27 June	41	n/a
Texas A&M Corps of Cadets	14 May	32	n/a
Total	4 events	139	

CIT Link: Connection and Momentum

3 April 2024, 25 Participants, Canberra Innovation Network

CBRIN, with Joel Madden from Evolutioned, hosted a Collaboration Lab (Collab Lab), for the Canberra Institute of Technology's (CIT) executive leadership team. The Collab Lab 'CIT Link | Leadership Connection and Momentum' was the second workshop held within a series of four Collab Labs created specifically for 'CIT Link' to help introduce innovative mindset to CIT.

Workshop Sessions

Session 1: The Value We Create

- Topic: Value is in the eye of the customer.
- Groupwork: What value do we create, and for whom?

Session 2: Measuring What Matters

- Topic: What we measure is what we do.
- Groupwork: Are we measuring the right value?

Session 3: Innovation Culture

- Topic: Innovation can look different in different contexts.
- Groupwork: What type of innovation culture do we have/want/need?

Session 4: Innovation and Alignment

- Topic: Why friction between creating, measuring, and improving the value we create is negatively impactful.
- Groupwork: How do we create alignment in our systems to enable the innovation we need?



Image: CIT's CEO, Christine Robertson speaking to participants



Image: Participants of CIT Link's Collaboration Lab

Business Sustainability Collaboration Lab

1 May 2024, 41 Participants, University of Canberra, Ann Harding Conference Centre

CBRIN, in partnership with the ACT Government, organised and delivered a Collab Lab focusing on 'Business and Sustainability' hosted at the University of Canberra on the 1 May 2024.

The Collab Lab was designed to enable a collaborative discussion and workshop about sustainable business practices in the ACT. More than 40 participants came together for the event, representing a diverse range of stakeholders including industry, government officials, sustainability experts, academics, and community members.

Following a keynote speech by Minister Shane Rattenbury and a panel discussion, participants focused on business sustainability activities within the ACT. Seven focus groups were formed to address several open-ended questions, encouraging collaborative dialogue and open sharing of ideas with the room.



Image: Photo of Minister Shane Rattenbury giving his opening address

The goal of the event was to encourage participants to generate a positive momentum for change regarding sustainable business practices in the ACT. It also created an opportunity for the ACT Government to learn about current local perceptions of the support and barriers for sustainable business practices. The keynote and panel discussion framed the subsequent discussion and workshop activities. The first workshop session explored what was missing in the panel discussion; the second focused on what helps business sustainability in the ACT and what hinders it; and the third session encouraged each group to formulate a simple short to medium term 'Action Plan' to help build resilience and sustainability focus for Canberra businesses.



Image: Photo of a participant during the workshop portion of the event



Image: Photo of participants during the workshop

Across the keynote, panel discussion, and workshop sessions, a variety of themes and challenges emerged. These were formulated in recommendations for the ACT Government and included:

Themes:

- Interdisciplinary Collaboration
- Policy Initiatives and Strategic Vision
- Integration of Sustainability into Business Operations

Challenges:

- Financial Barriers and Incentives
- Education and Awareness Gaps
- Policy and Regulatory Complexity



Image: Photo of the conclusion of the event

Testimonials

"The Canberra Innovations Network strives to connect and mentor existing, new and emerging businesses and entrepreneurs. Special events like this Lab focus attention on a particular theme and are informative and collaborative inviting participants to connect and to work towards successful outcomes for their business and for their consumers." - Michael da Roza

"It was a fantastic event to be surrounded by like-minded individuals and participate in a larger vision for the future." - Swan Ricco

"It was great to meet with all these people who are so passionate about sustainability and are making it happen. I came away hopeful about Canberra as a thriving sustainable business incubator." - Kim Blackmore

Creative Connect: What is it like to be a creative entrepreneur in the ACT?

27 June 2024, 41 Participants, Canberra Innovation Network

CBRIN partnered with artsACT to host an inaugural event, called Creative Connect. Creative Connect brought together 41 participants from the creative community of Canberra. These

participants included people from the ACT Government, artists, musicians, actors, directors, entrepreneurs, local small to medium businesses, and researchers.



Image: Photos of participants of Creative Connect

The objective of Creative Connect was to bring together the various segments within the creative community, providing a platform for sharing stories, connecting, learning and growing together.

Panel Discussion

The event commenced with a panel of four speakers who discussed their backgrounds, experience, and their ongoing journeys in the ACT creative sector. The panel discussion was then followed by a robust question-and-answer session with the audience.



Lucy Sugerman
MusicACT,
Program Manager



Elvis Gleeson
Blank Creative,
Facilitator



Emma Laverty
Project Dust,
Founder & Director



Owen Walter
Oculo Digital,
Founder & Director

Questions asked to the panellists:

- When you were first starting out, was this a hobby that became a career, or when you started did you know from the very beginning that this was going to be your career? If it did start as a hobby, when did you know it was time to make the leap into becoming a professional?
- Of course, everyone hears about artists moving to Sydney and Melbourne, but why did you choose to build your career out of Canberra, and what makes the ACT so different and special?
- How do you balance doing what you love, being true to your craft, and still making it commercially viable?
- If you could start your journey over, what advice would you give to yourself from the beginning? Bonus – what is the best advice you have ever received?



Image: Photos of the speaking panel at Creative Connect

Testimonials

"Canberra Innovation Network provided a safe space for artists of all disciplines to learn about and network with other practitioners' as well as share their successes and challenges."

- Michael Favreau

"I'm new to Australia, and Creative Connect was my first professional event in Canberra. Hearing about the creative projects and career paths people pursue from Canberra was incredibly motivating. It was an inspiring introduction to the creative industry here, and I look forward to future events."

- Venla Inkari

"Awesome event, focused on growing our community network and connect people across different industries and same goals."

- Leticia Avelar

Texas A&M University International collaboration

14 May 2024, 32 Participants, Canberra Innovation Network



Image: Photo of the Cadets during the Q&A session

Thirty two Cadets visited CBRIN from the Texas A&M University Corps of Cadets (Texas A&M) as a part of their 'International Excursion' to Australia. During the tour, the Cadets heard from coworkers about their entrepreneurial and startup journeys. The Q&A session began with an overview of CBRIN before moving on to questions from the Cadets. The collaboration provided the Cadets with insights about how innovation ecosystems grow and function as well as providing an opportunity for CBRIN to expand and strengthen our network internationally.

Other Collaborative Engagements

In addition to collaborative innovation events delivered by CBRIN as described above, the CBRIN team engages in or supports other activities that utilise or benefited from collaborative innovation methods and contribute to Direction 1 helping 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.

Systemic Collaborative Engagements	Date	Attendance
ACT Space Games (hosted in CBRIN)	2 May	40
CBRIN Offsite (building Impact Pathways)	7 May	11
Build Together AI hackathon (hosted in CBRIN)	6-9 June	18
Total		59

ACT Space Games

2 May, 40 participants, delivered by Nominal Systems, sponsored by Act Government and hosted by Canberra Innovation Network



Image: Photo of Minister Mick Gentleman opening the ACT Space Games delivered by Nominal Systems, sponsored by ACT Government, hosted in and promoted by CBRIN

The inaugural ACT Space Games simulation competition was delivered by Nominal Systems with sponsorship from ACT Government and support from Fifth Domain to approximately 40 participants in a venue provided by CBRIN. The event provided participant opportunity to experience basic calculations as well as intricate space scenarios.

CBRIN Offsite

7-8 May 2024, 11 participants, Murrumbateman

Twice per year CBRIN team gets together to work on itself and on its business. Apart from creativity or team building exercises CBRIN also works on its workplan and ways to improve its work on implement the CBRIN strategic directions. On 7-8 May we have focused on exploring CBRIN impact pathway working with an input document prepared for CBRIN executive by CSIRO.



Images: Creative Session and Impact Pathway Session at CBRIN Offsite in Murrumbateman

Build Together AI Hackathon

7-9 June 2024, 15 Participants, 4 mentors / judges, delivered by Build Club, hosted and promoted by: Canberra Innovation Network, held simultaneously in 9 locations globally



Gemini x Vercel

Build Together : AI Hackathon

Singapore ANTLER	India composio	Brisbane QUEENSLAND
Vietnam	San Francisco START UP HQ	Sydney stone & CHALK
Perth Bloom	Canberra IN	Melbourne stone & CHALK

400+ AI Builders and Engineers | June 7 to 9th
9 Cities IRL Around the World

rabbit~ composio Sahha vana BuildShip groq supabase julep
LangChain Redactive Relevance AI unsloth E2B JigsawStack

BUILD CLUB

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
Founders Collective Session 2	11 April	8	100%
Idea to Impact Workshop 3	17 April	14	-
Industry Growth Program Lunch and Learn	30 April	13	-
Idea to Impact Workshop 4	1 May	13	-
Idea to Impact Workshop 5	15 May	12	69%

Workshop / Event	Date	Attendance	Net Promoter Score
ICON Pitch Day	16 May	25	-
Founders Collective Session 3	6 June	10	0%
Billion Dollar Panel: Funding Your X Factor	25 June	54	50%
CSIRO ON Prime 15	May – June	16	-
Total	-	165	-

Billion Dollar Panel, Insights from Leading Investors

25 June 2024: 81 registrations, 54 attendees (51 online, 3 in-person viewing); NPS 50%, Canberra Innovation Network

This event featured four leading investors (all with experience investing in Canberra companies) in an online panel discussion. The virtual event format allowed for the inclusion of out of state panel members and a more accessible event for a broader audience.

The four panel members consisted of:

- Alan Jones – M8 Ventures
- Allen Zhu – EVP
- Fiona Hindmarsh – Significant Capital Ventures
- Sandra Suen – Archangel Ventures

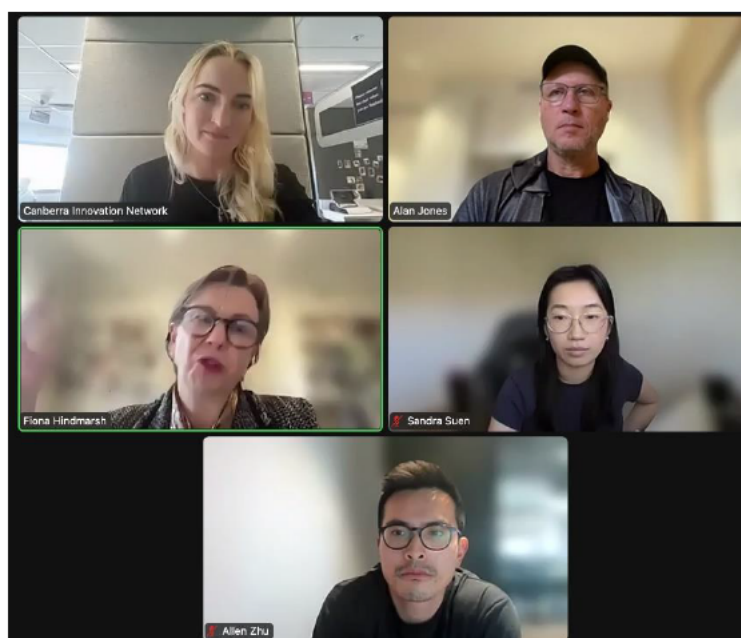


Image: Screenshot of Billion Dollar Panel Online Event

Testimonials

*"The density of thought-provoking advice packed into 1-hour was incredible. My brain was spinning in the best possible way after!" - **Derek Panchuk***