

Feedback from SMEs

Do you have anything you would like to share about CBRIN programs or doing business from Canberra? Some of these are responses to emails some of these are taken from phone conversations. Anonymised whenever possible.

Do you have anything you'd like to say about CBRIN programs or doing business from Canberra?

Received an introduction on the second day on the biggest thing to grow - needed a software engineer and found them in the room! Highlighted the environment that CBRIN fosters and the strength of the network it provides.

[Our company] has been part of the CBRIN community and ecosystem for about 3 years now. In our early stages we used the programs including Idea to Impact and SME accelerator to refine our offerings to market and 'get real' with ourselves about what we were doing and making it valuable, and buyable to our customers. We've used the tools and techniques over and over with ourselves as we've adapted and evolved, and accepted that hard pivots are part of the business journey. We've even used concepts and techniques we've learned at CBRIN with our clients to improve their businesses. We've built strong relationships with CBRIN partners UC, UNSW and ANU and gone on to work with Defence, Instacluster and ACT government.

We think CBRIN is doing some really awesome work – it's been great to have regular events that bring like-minded entrepreneurs together. Without CBRIN, it would be much harder to connect with others on similar journeys. We participated in the SME Business Accelerator and found it valuable. While a lot of the content seemed more geared towards scalable or tech-focused businesses (which is a little different from our model), the discussions were still really interesting, and it was great to get different perspectives. We've also had a few mentoring sessions with the EIR (Entrepreneur in Residence), which were particularly helpful – having someone external to bounce ideas off and get advice on specific challenges has been really valuable. We'd love to see even more events targeted at brick-and-mortar businesses or ways to better connect with businesses operating in similar spaces to ours. In terms of direct outcomes from SME, we wouldn't say that we've had any changes/growth from the topics discussed there. However, we definitely think it's a valuable program for the right businesses. Thanks again for the opportunity to provide some feedback – we're big supporters of what CBRIN is doing!

We've always found a high level of professionalism and experience in CBRIN programs. Delivered by people who really know their stuff. Not a training course being taught by a teacher, but people who really have the experience. Networks you make by participating are significant and I've made connections that have lasted for years. We have always found something of value out of CBRIN.

Has recently refined their offering and Value proposition and are now engaging with a larger number of qualified clients. Refinement of the offering was inspired by conversations with CBRIN and connects CBRIN was able to provide. Really enjoys working in the space and meeting the range of people within CBRIN's networks. What you put in is what you get out, and he's gained a lot of value from the programs and the people he's met through CBRIN.

Since completing the SME Accelerator course, [our company] has reassessed our business model to strengthen brand awareness and increase engagement with the Canberra business ecosystem. The program gave me the opportunity to reflect on how we structure responsibilities across our small team and how we could better position ourselves within the cybersecurity landscape. As a result, we've significantly increased our participation in networking events, pursued new business opportunities, and taken part in local Cyber Security Awareness initiatives. On a personal note, I enrolled in the Accelerator hoping to gain clarity on my role within the business and how to better harness my skills and leadership. Since then, I've fully embraced every opportunity to grow our presence and impact in

Canberra.

Running a small business in Canberra can be daunting, especially with so many unknowns. In the cybersecurity space, building trust with new customers—particularly government clients—is often a slow, complex process that can lead to dead ends.

One of the biggest hurdles we've faced is navigating government procurement. Even before applying, your business is often informally vetted with questions like "How many staff do you employ?" and "What's your annual turnover?" In our experience, this tends to favour medium to large cybersecurity businesses, making it difficult for smaller providers to gain traction.

Most of our government work has come through strong personal connections and our ability to deliver bespoke, specialised services. But it hasn't come easy. Gaining the necessary clearances, understanding procurement pathways, and navigating a space where relationships and reputation carry significant weight remains a major challenge for emerging businesses.

That said, the more we've invested in reviewing and refining our operations, the better connected and supported we've become. Canberra offers an incredibly collaborative environment for startups and small businesses, and through the Canberra Innovation Network, we've been able to access valuable events, resources, and networks. The SME Accelerator was a turning point for us – it gave us the direction and confidence we needed to push through early challenges and start building the relationships and credibility that matter in this space.

Everyone knows that the team at CBRIN is very supportive and very helpful in terms of start-up. CBRIN has been always there and excellent. The team have been really helpful. All the programs from I2I and SME Accelerator have been really helpful to help me put thought into how I can implement new strategies into my business. Being in the renewable energy sector, Canberra is a good ground to do work from. ANU Battery innovation program has been helpful too.

CBRIN accelerator event was broad but I was trying to talk about my specific issues. What was good was teams were set up to discuss common issues, but my issues didn't fit. My issue is managing rotating staff. How to get consistent rotating staff who are casual for childcare trying to become an after school care.

Wins - before the accelerator the team was having a lot of difficulty on alignment for the business. Since doing the day they came out of it with a shared language and vision. The day changed the way she approached things that also sat better with the team, and the way the business works has totally shifted since that day - more organised, more clarity and things are in a better place.

Had some discussions with the CBRIN team after the day on juggling priorities and business practices and found it helpful and valuable.

The thing I like about CBRIN is if you're new to start-ups it's a great environment to come into. The program range is very good. I've done a lot of them and I sometimes question if I should do them again. The last one I did I got 1 pearl out of those two days - those 10 minutes made the entire two days totally worth it. Even if you're way down the track you'll still pick new things up.

The benefit of the programs and what she's taken away from being in the room and at the table is invaluable - in particular industry knowledge from experts and experienced entrepreneurs and their journeys. "If they can do it I can do it too!"

The CBRIN program was good, fostering innovation in Canberra is a positive thing. Canberra has a lot of opportunity.

It's a great program for anybody starting up or considering a startup because it explains what is involved and how to avoid the classic errors of startup.

CBRIN has been an invaluable resource since the very beginning of our journey in 2020. From one-on-one mentoring to group programs like the SME Accelerator and other offerings through the Growth Team (such as the Idea to Impact program that we undertook in our 2nd year), my co-Founder Mandy and I have consistently found support, practical advice, and a genuine sense of community. One of the biggest takeaways has been learning to share

knowledge and experiences with other business owners. We have also gained access to tools and frameworks that helped us track meaningful metrics, target our purpose and company values and define our critical path. We founded [our company] never having run an independent business before, and much of the capability and practices we have developed and implemented has grown directly from our involvement with CBRIN. The SME Accelerator in particular provided us with targeted, actionable resources that shaped the way we think and operate. We have been able to put those learnings into practice over time with success.

The accelerator was incredibly valuable - promoting it wherever she can. The strengths lie in the frameworks to bring out your own knowledge and strengths, being given the time and space to find the answers yourself and be guided by the team. Being given an opportunity to work on, rather than in, the business, and see's that sentiment reflected around all of CBRIN's programs. Business in Canberra is very diverse and working with CBRIN exposes you to that range of business and individuals.

The exposure and intros received through CBRIN programs and events are the reason I have the business I have today. Met Terria on the first day here and that created a business connection - similarly met Humaneer at Female Founders and made another connection. Now working with another company that met through another event and so the network is working well for my business. There's more happening in Canberra than you think!

6 CONCLUSION

In 2024/25 CBRIN has met expectations set out in the Funding Agreement by achieving or exceeding Key Performance Indicators set out in its approved Workplan.

Detailed overview of the achievements of CBRIN's programs reported against our Workplan throughout the quarters of the financial year can be found in the next sections of the report.

The last chapter of this report presents audited financial statements for the 2024/25 financial year.

The Canberra Innovation Network is grateful for the ongoing fundamental financial and in-kind support it receives from the ACT Government, its Foundation Members, Education partners and Gold partners.

Without this foundational support we would not be able to deliver on our mission to empower entrepreneurs to grow innovation companies that create jobs of the future in the ACT.

Thank you,



Petr Adamek

CEO

29 October 2025



QUARTERLY REPORT

1 JULY – 30 SEPTEMBER 2024

ABN: 90 601 492 826

SUPPORTED BY





CANBERRA
INNOVATION
NETWORK

Quarterly Report Q1 2024-2025

Coworking



- 73** Companies in coworking
- 10** Companies new this quarter
- 161** Active memberships
- 71** Female members in coworking, which is 44%
- 52** From diverse cultural and linguistic backgrounds (32%)

Growth Programs



- 121** Projects have been supported by ICON Grants since 2018
- 17** New mentors engaged with this quarter
- 12** Companies engaged with the Entrepreneur in Residence
- 7** Teams selected for the GRIFFIN Accelerator
- 5** Griffin teams have female founder or co-founder

Engagement



- 2,304** Attendees across all events,
- 64** Events held this quarter
- 217** Meetings with entrepreneurs this quarter (intro + founder sessions)
- 77** Active mentors tracked for this quarter

Collaboration & Pipeline



- 158** Participants in collaborative innovation events
- 248** Pipeline event participants
- 40%** Female participants in Idea to Impact
- 5** Canberra teams in CSIRO ON Prime 15 Showcase

Ecosystem highlights



517 registrations at 100th First Wednesday Connect (all time record)
Canberra companies raised \$14.5M

MAJOR FUNDER, FOUNDATION MEMBERS AND CORPORATE GOLD PARTNERS



"The team have made us feel very welcome and have already provided some great feedback and opportunities in our first few weeks of engaging."

-Chris Scullin, Lystr, Intro Meeting participant

"We all found it hugely helpful – thank you! ... (the exercises) made it super clear what our resourcing priorities need to be."

– Tina McIntosh, BOOST Recovery, ScaleUp Leaders Masterclass

"This was a thought-provoking panel with three very high calibre members talking about their journeys (often accidental) from academic researchers to entrepreneurs. Very relatable and inspiring. Meeting and chatting with other attendees was also terrific and I have a number of people to follow up with."

- Sue Atkinson, Research to Impact Panel Participant

"The First Wednesday Connect (FWC) has been instrumental in helping us establish and nurture successful business relationships. These have evolved into mentorships, advisory roles, investments, and even employment and internship opportunities. We have gained introductions to key individuals such as Harold Dimpel, Richard Everson, Anton Pemmer, Rob Wade, Professor Paul Kelly, Robert Holgate and several incredible amazing individuals who have played pivotal roles in our business and my personal professional growth and development. Being a part of CBRIN has elevated us to new heights. I would highly recommend any aspiring entrepreneur who is looking to start a business but is unsure of where to begin, to get involved by attending FWC events. These events provide an excellent platform to connect with like-minded individuals who can assist you in achieving your goals. I am profoundly grateful for the exceptional team at CBRIN and the generous support we have received over the years. Their dedication and commitment have been invaluable to our success. I look forward to our continued collaboration and mutual growth. Thank you CBRIN team past and present!"

– George Maclean, 100th FWC attendee

"Very insightful breakdown of the differences between different stages of the startup/scaleup journey that are relatable and great tips on the importance of focus on the right things at the right time."

- Debbie Saunders, Wildlife Drones, ScaleUp Leaders Masterclass

"A Great opportunity, a great concept for Business to meet Business and professional in Business, where you can express your thoughts, ideas and gain valuable insights into other business problems, solutions in an open environment to share." - Kieran Clune, Flexible Australia, SME breakfast

"The first workshop was brilliant and incredibly hands-on! It provided practical insights into identifying market needs, understanding customers and their challenges, and practicing effective customer exploration methods. I highly recommend the Idea to Impact 10-week Customer Challenge to anyone looking to deepen their understanding of these essential skills"

– Sahil Samani, Idea to Impact workshop participant

"This was a thought-provoking panel with three very high calibre members talking about their journeys (often accidental) from academic researchers to entrepreneurs. Very relatable and inspiring. Meeting and chatting with other attendees was also terrific and I have a number of people to follow up with." - Sue Atkinson, Research to Impact Panel Participant

WORKPLAN 2024-25

Implementing the 2023-2028 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, networking and introductory events targeted at different audiences

KPIs
12 events, 1 InnovationACT
400 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, 150 intro meetings, 2 grant ICON funding rounds with \$400k+ deployed to 14+ ventures

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 150 events, 5,000 participants, 20 stories, 4 events for under-represented groups, 1 showcase, 10 external (intern., national, regional) engagements

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 and competitions, and a series of systemic collaborations

KPIs
12 events, 300 participations, 3 sectors

2.2 GROWTH PROGRAMS

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

Activities Mill House, Griffin, Scale Up Program, SME Program, Mentor & investor network, Mentor and investor connections

KPIs 40 ventures assisted p.a., 90 founder sessions p.a., 30 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
170+ co-workers in 50+ companies
20 connected events at hubs
Expansion to open ScaleUp & SME hub

INTRODUCTION	7
Q1 Performance: Executive Summary	8
Dashboard 2023-24	10
DIRECTION 1 INNOVATION CAPACITY BUILDING	11
Theme 1.1 Innovation Skills	11
Overview	11
UNSW Founders Peter Farrell Cup 2024 Pitch Fest Judging	12
InnovationACT - Research to Impact Panel	13
InnovationACT	14
Market Days and Career Expos	16
National Youth STEM Forum	17
ANU Careers Startup Forum	18
Australian School of Entrepreneurship - Young Entrepreneur Sprint Canberra	18
Theme 1.2 Collaborative Innovation	19
Overview - Collaborative engagements	19
CIT Link: Leadership Values and Behaviours	19
UNSW Canberra: Cross Campus Collaboration Lab	20
Creative Connect: Strategic Marketing for Creative Sectors	22
Hands Across Canberra: Domestic, Family, and Sexual Violence Collab Lab	24
UNSW Canberra: 'Decode Your Future' Cybersecurity Event	25
Other Collaborative Engagements	26
Prototyping Voucher Pilot Steering Committee Meetings	26
Stakeholder Advisory Committee Meeting	27
GovHack Connections Event	28
CBR Space Drinks	29
Stakeholder Advisory Committee Meetings	29
DIRECTION 2 ENTREPRENEURIAL CAPACITY BUILDING	31
Theme 2.1 Entrepreneur Pipeline	31
Events, Workshops and Programs Overview	31
AccelerateHER Workshop	32
Mill House GRIST Pitch Workshop	33
SME Breakfast	33
Billion Dollar Panel with Ken Kroeger	34
Idea to Impact 10 Week Customer Challenge	35
Founders Collective	36

Intro Meetings.....	36
Innovation Connect Grants	36
CSIRO ON Prime 15 Showcase & Debrief.....	38
CSIRO ON Prime 16	39
Theme 2.2 Growth Programs and Incubation Services	41
Overview	41
The Mill House Ventures Limited.....	42
Founder, Mentor, and Outreach Conversations	44
Mentor Network Activation	44
GRIFFIN Accelerator	46
Scaleup Program	49
Selected ecosystem company updates	51
DIRECTION 3 PLACEMAKING	56
Theme 3.1 Ecosystem Engagement	56
Overview	56
Media & PR.....	57
Video, Photo, Web & Design	58
Innovation Station	59
Paid Advertisement Insights	59
Social media insights	60
Top Performing Organic Posts	60
Weekly Newsletter Statistics	61
Website performance	61
Events & Engagement	61
Regional, National and International Engagement.....	66
Other Event Support & Engagement.....	67
Theme 3.2 Innovation Hub(s).....	69
Coworking at Canberra Innovation Network	69
UNSW Canberra Launch on Northbourne	78
Foundation Member & Partner Engagement.....	83
Methodology.....	85
Participant Feedback	85
Net Promoter Score	85
Registration and Attendance	85

INTRODUCTION

This quarterly report presents the activities, achievements, and details relevant to the Canberra Innovation Network's approved 2023-2028 Strategic Directions and 2024-25 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.

Q1 Performance: Executive Summary

This reporting period covers the quarter starting 1 July 2024 and ending 30 September 2024. The first quarter of the new financial year 2024-25 saw some new record numbers achieved in the CBRIN ecosystem. We have also, however, experienced some reduced numbers and provide an explanation and commentary in this summary. The key achievements and highlights this quarter include:

- CBRIN hosted or delivered a total of 64 events with 2,304 participants. This represents a 19.6% increase in registrations and a 6.6% growth in the number of events held quarter-on-quarter. This metric includes events and participants hosted at CBRIN or run by CBRIN outside its premises, such as First Wednesday Connect. Adding the numbers for events and participants at events held by others where CBRIN had a significant presence or provided assistance (such as stalls, booths, presentations, or workshops) CBRIN reached an audience of 3,204 people across 81 events this quarter. This is 16.4% more people reached than in an average FY23/24 quarter and represents a 19.5% growth in events held and attended compared to an average quarter of the previous financial year (68 events with 2,752 participants).
- Our total enrolment in coworking dropped at the end of the quarter to 161 active memberships, representing a 21% decrease. This is largely attributed to ongoing cost-of-living pressures experienced by some individual members or moves. A major contributor to this decrease was the departure of one larger organisation, who had 18 memberships and has since moved to a new tenancy elsewhere in the city. These structural fluctuations in coworking membership are expected and reflect the transient nature of CBRIN's coworking offering, which provides a simple and accessible entry point, allowing people to move on. CBRIN coworking now has a 44% female membership share (the highest on record), with 32% of members from culturally and linguistically diverse backgrounds, and 2 members (1%) who self-identify as non-binary.
- In terms of business engagement and Growth Program delivery, the CBRIN Growth Team held 217 individual meetings with entrepreneurs and business owners, including 91 introductory meetings (meeting new people with new ideas) and 15 meetings with coworkers. In addition, the team held 43 individual meetings with mentors and experts. This quarter's total business engagement is slightly up (by 5%) compared to an average quarter of FY 2023/24.

- The capital raised by Canberra companies that we track (and that is publicly announced) this quarter is \$14.5M, largely due to MCI Carbon's capital raise.
- CBRIN had strong outreach engagement with a total of 17 events, exposing us to an external audience of 900 across the innovation ecosystem. At these events, CBRIN staff held stalls, presentations, and workshops to introduce CBRIN offerings, explore opportunities, and enhance innovation skills in segments of the community that may not traditionally consider themselves entrepreneurs.
- CBRIN hosted 5 collaborative innovation events with 158 attendees this quarter. Highlights include our pro-bono engagement with Hands Across Canberra, where we assisted the team in hosting and facilitating a collaborative innovation session with 30 representatives from charities and community organisations supporting victims and stakeholders in the domestic, family, and sexual violence space. Another significant event was the second iteration of Creative Connect, dedicated to marketing for creatives, which attracted 48 participants. Other events included assistance to our Foundation members, CIT and UNSW Canberra. Additional collaborative innovation team engagements included steering committee meetings of the ACT Makerspace Network, CBRIN Stakeholder Advisory Committee meetings, the Architectus Design Charette (reimagining City West as an innovation precinct), the GovHack Connections event, and Space Drinks, with a total of 8 additional events and 134 tracked participations.
- In Growth programs, CBRIN actively assisted 63 ventures (of which 49, or 62%, are beyond the startup stage), engaging 77 mentors. Across nine events and workshop programs, there were 165 participations.
- This quarter, CBRIN worked with its contractors, Blackett Commercial and Eldane Pty Limited, to upgrade Level 4 at 1 Moore St, transforming it into a Scale-Up and SME hub. Completion is planned for 28 October 2024, with the first residents moving in on 1 November 2024.
- This quarter, we conducted an economic impact report survey, attracting 193 respondents—double the response rate of the last impact report. The report is expected to be finalised and published in the Q2 2024/25 quarter. Early analysis indicates that CBRIN has significantly increased its contribution to the ACT Gross State Product through the companies it supports and the jobs these companies create and anticipate to create over the next 5 years. CBRIN has also been mentioned on BBC.com (and back-linked) and in Travel Insider, Qantas in-flight magazine.

Dashboard 2023-24

Theme	Unit	Q1	Q2	Q3	Q4	YTD	Target
SKILLS	1.1 Events	17				17	12
	1.1 Participants	900				900	400
	1.1 InnovationACT	1				1	1
COLLABORATION	1.2 Events	5				5	12
	1.2 Participants	158				158	300
	1.2 Sectors engaged	8				8	3
PIPELINE	2.1 Participants	248				248	200
	2.1 Intro Meetings	91				91	150
	2.1 ICON Rounds	0				0	2
	2.1 ICON Funds Deployed	0				0	\$400k
	2.1 ICON Grantees	0				0	14
GROWTH	2.2 Ventures Assisted	63				63	40
	2.2 Founder Sessions	126				126	90
	2.2 Engaged Mentors	77				77	30
ENGAGEMENT	3.1 Events	64				64	150
	3.1 Participants	2,304				2,304	5,000
	3.1 Stories	7				7	20
	3.1 Events for under-represented	2				2	4
	3.1 Showcase	0				0	1
	3.1 External engagement	7				7	10
INNOVATION HUBS	3.2 Coworkers	161				161	170
	3.2 Companies	73				73	50
	3.2 Events at innovation hubs	17				17	20
	3.2 Scale Up & SME Hub Expansion	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.

The core activities CBRIN focuses on under this direction include (1) the development and delivery of events that introduce innovation and entrepreneurship to the community through outreach, (2) facilitation of collaborative innovation engagements, (3) partnering with educational institutions, industry, government and non-government partners for industry- and community-focused innovation and entrepreneurship activity.

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.

CBRIN works with Foundation Members (FMs) and partners to participate in and co-deliver innovation and entrepreneurship events and activations with the aim to reach more broadly into the community. This includes events for people who don't identify as entrepreneurs. The activity formats include introductory innovation skill workshops and outreach presentations, webinars, drop-in sessions on campuses or partner sites and contributions to and support of programs delivered by others.

The activities are designed to stimulate interest of the participants in innovation and entrepreneurship, especially in groups not yet deeply involved in the ecosystem. Students, researchers and staff of academic and government agencies but also corporates and community organisations are targeted through these activities.

Outcomes: Enhanced innovation skills and better awareness of the ACT innovation ecosystem in the community and within FMs, more researchers and students engaging with entrepreneurship & innovation.

Overview

In Q1 2024/25 CBRIN delivered a range of activities to help promote innovation and enhance development of innovation skills in the community as summarised below.

Event	Date	Attendance/Engagement
UNSW Founders Peter Farrell Cup Pitch Fest Judging	22 July	20
UC Market Day	23 July	30
ANU Bush Week Market Stall	24 July	80
ANU Global Marketing Course - IACT Pitch	27 July	200
CIT Reid Market Day	30 July	N/A
InnovationACT - Research to Impact Panel event	31 July	29
InnovationACT	5 - 29 August	60

Event	Date	Attendance/Engagement
CIT Bruce Market Day	1 August	25
UC Business School Monthly Meeting – guest talk	5 August	26
Careers Expo	7-8 August	100
UC ITS Capstone Guest Lecture	12 August	100
NYSF National Youth STEM Summit – Startups & Innovation Panel	18 August	50
ANU Careers – Startup Forum Panel	20 August	50
UC Careers Xpo	21 August	60
IPAA Spirit of Service Awards – Pitching Workshop	27 August	45
ANU Sustainable Urban Systems Guest Lecture	29 August	15
ANU HDR Mini Market	3 September	10
TOTAL	17 events	900 participants

UNSW Founders Peter Farrell Cup 2024 Pitch Fest Judging

22 July 2024, 20 participants, Online

CBRIN was invited to be a judge for Pitch Fest in the Peter Farrell Cup pitching competition. 10 teams pitched in this heat, with one team coming from UNSW Canberra. The winners from this heat would go to pitch in finals in Sydney.

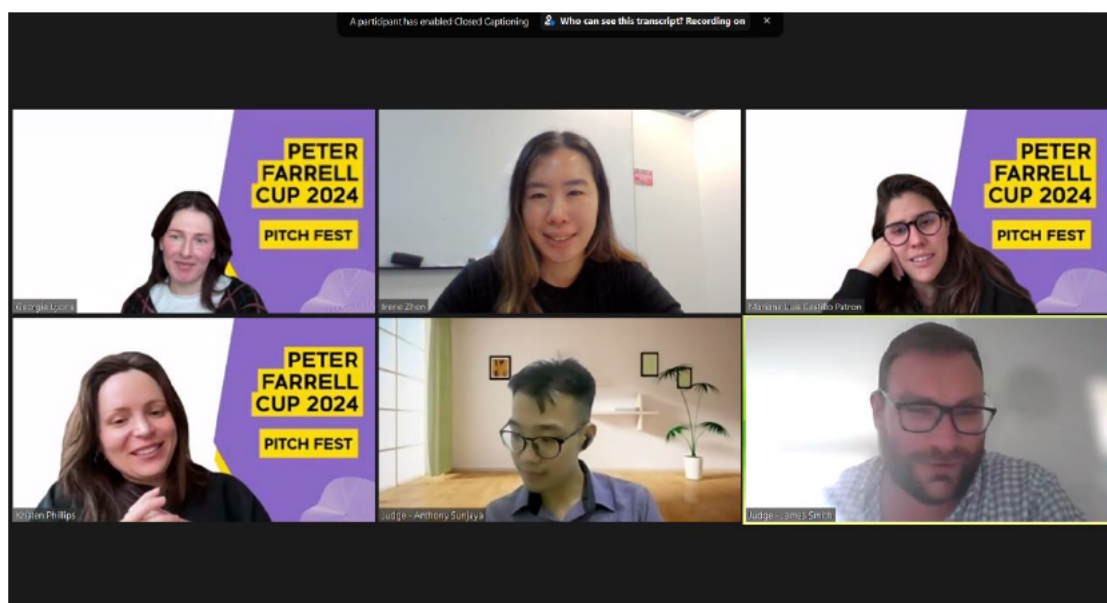


Image: Photo of judging panel at Pitch Fest, Peter Farrell Cup 2024

InnovationACT - Research to Impact Panel

31 July 2024, 30 participants, Canberra Innovation Network

In the lead up to the InnovationACT competition, CBRIN hosted a Research to Impact panel to get researchers thinking about pathways to impact, including through entrepreneurship, and to register for IACT.

The panellists were:

- Elizabeth McGrath, CEO Prism Neuro
- Inger Mewburn, Director of Research Training ANU, Founder of PostAc
- Damith Herath, Professor Robotics & Art at UC, Collaborative Robotics Lab

Testimonials:

- *"This was a thought-provoking panel with three very high calibre members talking about their journeys (often accidental) from academic researchers to entrepreneurs. Very relatable and inspiring. Meeting and chatting with other attendees was also terrific and I have a number of people to follow up with."* Sue Atkinson



InnovationACT pitch for business students in ANU

26 July 2024, 200 participants, Marie Reay, ANU

As a part of InnovationACT marketing, Disha Taneja, growth team intern at CBRIN delivered a presentation to over 200 business students regarding Innovation ACT and why they should participate in it.



Image – Photo of Disha Taneja from CBRIN delivering the information regarding InnovationACT at a business lecture in ANU, 26 July 2024.

InnovationACT

5 August – 28 August 2024, 44 teams, Canberra Innovation Network

The annual InnovationACT competition was held this quarter, with 178 participant registrations across 44 teams competing for a prize pool of \$10,000. Participants from foundation members were represented through ANU (122 participants), UC (22), UNSW Canberra (8) and CIT (2).

Around 60 people participated in the 4 workshops across the two weeks, which culminated in 15 teams being shortlisted by the judging panel for Pitch Night on 28 August.

Shortlisted Teams

1. **Deal Finders (ANU)** – AI website that aggregates local business offers and personalises discounts/offers to users
2. **Delightful Change (ANU)** – Repurposing hair waste into useful products, including as building insulation and products to clean up oil spills
3. **Environmental Impact Drones (UNSW Canberra & ANU)** – Remotely operated underwater vehicles to conduct inspections for mines and dams
4. **Evocation (UC)** – Photograph conservation service
5. **Grizzlies (ANU)** – Beauty device designed to adjust the microbiome composition in foundation to user
6. **Leaf Saviour (ANU)** – Smart agriculture integrated irrigation system
7. **MyAdServer (ANU)** – SaaS product to facilitated communications and transactions between online ad publishers and advertisers
8. **No Team Nomads (ANU)** – Using asparagopsis seaweed as cattle feed to reduce methane emissions from cattle farming
9. **T0 (ANU)** – AI-powered conference & event management app
10. **Team 1 (UNSW Canberra)** – Hydro Harvest – a low-cost, modular, automated urban farming solution
11. **Team Friendship (ANU)** – Synapse – online platform that enables medical datasets to be improved, shared and traded across the world

12. **Ultimate Puzzle (ANU)** - Repurposed coffee grounds into coffee cups
13. **Vesta (ANU)** - Online education modules for rowing coaches
14. **WellMind (UC)** - Comprehensive SaaS platform that digitises measurement-based care, integrating standardised assessment tools, automating data management and scoring
15. **YAY Community (UC & ANU)** - platform for localised events and meetups targeted at international students



Image: Winners (Delightful Change, Synapse & YAY Community) with Judging panel (Fiona Hindmarsh, Lachlan Blackhall, Andrew Neely & Lucy Johnston)



Image: Collage of InnovationACT Workshops



Image: Collage of IACT Pitch Night Photos

Market Days and Career Expos

The CBRIN team attended several Semester 2 Market Days and Careers Expos in this quarter, including:

- UC Market Day - 23 July
- ANU Bush Week Market Day - 24 July
- CIT Reid & Bruce Market Days - 24 & 30 July
- Canberra Careers Expo - 7-8 August
- UC Careers Expo - 21 August
- ANU Higher-Degree Research Careers Mini Market - 3 September

The purpose of these events is to promote entrepreneurship and innovation programs/events to students and researchers in these communities, as well as inspire the next generation of entrepreneurs.



Image: Collage of various market day events CBRIN attended

National Youth STEM Forum

18 August 2024, 50 participants, Research School of Physics, ANU

As part of a weekend-long forum for early career researchers and undergraduates to further explore STEM career and impact pathways, CBRIN was invited to facilitate a panel on the startup and entrepreneurship pathway. Panellists included: Dean Spaccavento, Reposit Power, Craig Benson, SkyKraft, Zach Farag, Psyquility.



Image: Panel at the National Youth STEM Summit, L-R: Irene Zhen, Zak Farag, Dean Spaccavento & Craig Benson

ANU Careers Startup Forum

20 August 2024, 50 participants, ANU

ANU Careers hosted a startup forum for ANU students to explore pathways in entrepreneurship and startups. As part of the forum, CBRIN was invited to facilitate a startup panel with:

- Craig Fairweather, Mill House Ventures
- Jayden Castillo, Quantum Brilliance
- Dan Shaddock, Liquid Instruments
- Vanessa Bretell, Café Stepping Stone



Image: Collage of Panel at the ANU Careers Startup Forum

Australian School of Entrepreneurship - Young Entrepreneur Sprint Canberra

This quarter, CBRIN partnered with ASE to deliver a Young Entrepreneurship Sprint for people aged between 16-24. This will be delivered month from October 2024 until March 2025, and will cover skills like ideation, financial basics, public speaking, pitching, customer service and emotional intelligence.

Marketing and promotion of this program began in this quarter, with 46 applications already submitted this quarter.

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.

We work with higher education and research institutions, government, corporates, and non-government organisations to initiate and support customised open and collaborative innovation events and programs that leverage open innovation methods and stimulate collaborative and productive interactions with industry and entrepreneurship. We continue to grow our offering including events such as collab-labs, co-design sessions, hackathons, innovation challenges, competitions, and activations helping people and organisations address difficult challenges through collaborative innovation, engaging our innovation sector capabilities, generating deal-flow for other programs and building connections and momentum within ACT key sectors. We also support, organise and facilitate systemic collaborations that grow our innovation ecosystem and contribute to its innovation culture, coordination and vibrancy.

Outcomes : More collaborative activities in key sectors of the economy, more innovation and collaboration applied across government, academia. Measured retrospectively in annual analysis of collab lab attendances, feedback surveys and reports.

Overview - Collaborative engagements

In Q1 2024/25 CBRIN delivered a range of collaborative innovation activities.

Collaborative engagements	Date	Attendance	Mentors/Judges
CIT Link: Leadership Values and Behaviours	21 August	20	n/a
UNSW Canberra: Cross Campus Collaboration Lab	30 August	35	3
Creative Connect: Strategic Marketing	5 September	48	n/a
Hands Across Canberra Collaboration Lab	18 September	30	n/a
UNSW Canberra: Cybersecurity Event	26 September	25	n/a
Total	5 events	158	3

Sectors engaged: 4 (education, creative industries, community sector, cybersecurity)

CIT Link: Leadership Values and Behaviours

21 August 2024, 20 Participants, CBRIN

CBRIN, in collaboration with Joel Madden from Evolutioned, hosted the third Collaboration Lab (Collab Lab) in the CIT Link series for the Canberra Institute of Technology's (CIT) executive leadership team. This workshop continued CIT's focus on encouraging innovative mindsets and growth through the institution by looking at values and behaviours.

Workshop Sessions

Session 1 - Behaviours and Our Values

- Topic: Structuring behavioural statements.
- Groupwork: Iterative group work to build draft behavioural statements for our values.

Session 2 – Behaviours Under Pressure

- Topic: Behaviours change during stress, sometimes for better, sometimes for worse.
- Groupwork: What do we want to see, what do we want to avoid, and how can we encourage the positive?

Session 3 – Using Values to Address Behaviour

- Case Study: Behaviours and values in decision-making.
- Groupwork: When can we use values and behaviours to guide decisions and feedback?

Session 4 – Next Steps and Wrap-Up

- Top-down, bottom-up: Methods to enable this conversation through the organisation.

The workshop led to productive discussions on CIT's approach to embodying its values and how to best translate these into actionable behaviours across the organisation to maximise value creation for students, staff, and the wider community.

Testimonial

Great space to move around and get the brain thinking creatively. -anonymous participant



Image: CIT's leadership team collaborating during the workshop

UNSW Canberra: Cross Campus Collaboration Lab

30 August 2024, 35 Participants, UNSW Canberra, City Campus

CBRIN facilitated a Collab Lab for UNSW Canberra, focusing on improving collaboration and communication between UNSW's Canberra and Sydney campuses. The event was designed to enable a collaborative discussion and workshop about improving cross-

campus engagement prior to UNSW Canberra's city campus expansion. Thirty-five students attended the event, representing both the Canberra and Sydney campuses, bringing diverse perspectives to the discussion.



Image: Participants working in small groups during the workshop

The event consisted of three main workshop sessions:

Session 1: What's Missing? | Participants explored current gaps in collaboration, barriers preventing cross-campus engagement, and campus-specific challenges faced by students.

Session 2: Collaboration in a Perfect World Students | Participants envisioned an ideal collaborative environment, discussing how collaboration could improve if current barriers were removed and the potential benefits for students.

Session 3: Cross-Campus Engagement | Participants developed actionable solutions to improve cross-campus collaboration, focusing on four key areas: Research, Technology, Cross-Campus Strengths, and Unity & Engagement.

Throughout the sessions, students worked in mixed campus teams to identify major challenges and ideate innovative solutions. The Collab Lab concluded with students voting on the best ideas for improving cross-campus collaboration. The winning ideas were:

1. Research: Visiting Internships with scholarships
2. Technology: UNSW's own ChatGPT for information awareness, connection, and finding ways to connect; Updated student and staff profiles with network map
3. Cross-Campus Strengths: University-wide newsletter
4. Unity and Engagement: Joint 'Funner Summer' Trip

This Collab Lab inspired innovative ideas for cross-campus collaboration, providing UNSW with student-driven input into improving connections between the Canberra and Sydney campuses in preparation for UNSW's upcoming city campus expansion.



Image: Participants working in small groups during the workshop

Creative Connect: Strategic Marketing for Creative Sectors

5 September 2024, 48 Participants, CBRIN

CBRIN partnered with artsACT to host the second Creative Connect event. It brought together 48 participants from Canberra's creative community and related sectors. Attendees included representatives from the ACT Government, artists, musicians, actors, directors, entrepreneurs, local small to medium businesses, researchers, and the broader Canberra community.



Image: Photos of the Creative Connect audience

The event's objective was to connect various sectors within the creative community and beyond, providing a platform for sharing knowledge, experiences, and guidance. The theme for the event was strategic marketing and the event featured three marketing experts which formed the panel. The event offers a safe, inclusive, and welcoming environment for panellists to share their personal journeys, inspire the audience, and provide practical marketing advice.

The panellists were:



Bryden Campbell
Brand Rebellion,
Founder & Managing
Director



Kathleen Rolfe
RD Consulting,
Director & Principal
Consultant



Ty Ridgeway
Shoelace Creative,
Founder & Managing
Director

Questions for the panelists:

- What is marketing to you?
- When thinking about who and what you're targeting, what are the practical steps for figuring out if you should focus on a niche demographic or adopt a broader approach?
- Businesses at every level want to use their resources (time, money, energy) effectively; what are your tips for resource-efficient marketing?
- How do you cut through the noise of social media and use your marketing to stand out against the competition?
- What are the best marketing tools that you would recommend? Google vs. Meta, Canva, AI tools, etc.



Image: Photos of the speaking panel, audience, and recording at Creative Connect

Testimonials

"Fascinating insights by experts in the local creative fields." - Angel Hellyer

*"Engaging, informative and relevant to my creative work and business in Canberra."
- Helen Linkenbagh*

"It was a very insightful experience and worth going to!" - anonymous

"Practical, on point, well-attended, with a good vibe which encouraged people to talk to each other." - Dianna Nixon

Hands Across Canberra: Domestic, Family, and Sexual Violence Collab Lab

18 September 2024, 30 Participants, CBRIN

CBRIN hosted and facilitated a Collab Lab for Hands Across Canberra, focusing on domestic, family, and sexual violence. The event was hosted at CBRIN's premises and brought together a variety of 30 participants, including charities, non-profit organisations, and community services.

The Collab Lab was designed to contribute to new, innovative, and collaborative approaches to addressing the challenges of domestic, family, and sexual violence in the ACT. It created a safe environment for participants to ideate, share, and create through open, focused, and active collaborations in small teams. The Collab Lab was designed to inspire collaborative solutions and ideas that participants could potentially include in applications for a grant that Hands Across Canberra will offer in the future.



Image: Photos of participants working in small groups during the workshop and their solutions

Workshop Sessions:

Session 1: Key Issues and Challenges | Identifying main challenges for people facing domestic, family, and sexual violence in the ACT.

Session 2: Ideation of Possible New Approaches | Creating innovative solutions addressing the key challenges identified.

Session 3: Improving Through Collaboration | Enhancing proposed solutions through collaborative efforts.

Key Themes and Challenges:

- Lack of support options for young people using violence.
- Fear: Pervasive theme across different aspects of violent situations.
- Lack of Funding for Frontline Services: Oversubscribed services and long waiting lists.
- Support for People to 'Re-Establishing Home': Practical support needs for rebuilding life after leaving a violent situation.
- Sector Disconnect: Issues related to sector coordination and competition.
- Challenges in community awareness and action regarding domestic violence.

Groups presented their improved solutions at the end of the workshop and voted on their favourite; the following idea was the winner:

- Supporting frontline workers through corporate engagement (7 votes): Involving large corporations to support domestic violence workers through scholarships, sponsorships, and subsidised self-care activities.

These innovative ideas and collaborative solutions aimed to address the complex challenges of domestic, family, and sexual violence in the ACT, providing a foundation for future initiatives and partnerships in this under-resourced area.

UNSW Canberra: 'Decode Your Future' Cybersecurity Event

26 September 2024, 25 Participants, UNSW Canberra City Campus

To promote UNSW Canberra's new Cybersecurity Bachelor's Degree, CBRIN facilitated a specialised Cybersecurity Event to engage prospective students and their parents with hands-on cybersecurity experiences. The event featured a mix of educational talks and interactive activities, including:

- A lock-picking demonstration, providing an analogy to cybersecurity concepts.
- An open-source intelligence presentation, emphasising the value of cybersecurity.
- Capture the Flag, a technical exercise offering a hands-on cybersecurity challenge.

This event showcased UNSW Canberra's bespoke approach to making cybersecurity more accessible, sparking interest in cybersecurity and the degree among attendees.



Image: Participants learning how to pick locks during the event

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 benefit 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
Prototyping Voucher Pilot Steering Committee Meetings	2 July, 6 August, 5 September	Total 26
Stakeholder Advisory Committee Meeting #24	18 July	8
Architectus Design Charrette	6-8 August	50
GovHack Connections Event	16 August	25
CBR Space Drinks	22 August	n/a
Stakeholder Advisory Committee Meeting #25	19 September	14
Total		134

Sectors engaged: 4 (advanced manufacturing, construction and urbanism, govtech, spacetechnology)

Prototyping Voucher Pilot Steering Committee Meetings

2 July 2024, 6 August 2024, and 5 September 2024, 26 participants, collaboration between CBRIN, ANU, CIT, UC, UNSW Canberra, and independent collaborators, CBRIN

CBRIN hosted a series of Prototyping Voucher Steering Committee meetings to develop and refine the upcoming Prototyping Voucher Pilot. The pilot will offer vouchers that

provide recipients with access to tailored expertise and prototyping resources from the participating MakerSpaces. The committee discussed key aspects including contract updates, application processes, and coordination between the various institutions.

Progress was made on:

- Building the program structure, steering committee charter, and project guidelines
- Developing the application process and voucher recipient journey
- Auditing the MakerSpaces
- Creating an information hub for the committee and a website for applicants

The committee continues to work on refining the program details. More information about the Prototyping Voucher Pilot will be available in the coming months.



Image: Photo of steering committee members during the first meeting

Stakeholder Advisory Committee Meeting

18 July 2024, 8 participants, CBRIN

CBRIN hosted its 24th Stakeholder Advisory Committee Meeting focusing on submission to ACT Government for funding post 30 June 2025. The meeting also included a tour of the Level 4 construction project and review of progress.



Image: The Advisory Committee touring the Level 4 construction project

Petr shared insights from recent international conferences, followed by a discussion on scaling CBRIN's impact over the next decade. Key ideas included:

- Expanding CBRIN's physical presence in Canberra's CBD
- Improving support for scale-ups and startups
- Boosting national and international promotion efforts
- Developing a collaboration accelerator
- Establishing Canberra as a National Centre for Technology Adoption

The meeting provided advisory input for CBRIN's strategic planning; the key point being that new initiatives must come with new funding to protect the foundational role CBRIN already plays with its core offering.

Architectus Design Charrette

6-8 August 2024, 50 participants, delivered by the Architectus team, The Shine Dome

Architectus is design company consisting of architects, urban designers and planners, interior designers, landscape architects, and digital specialists. Every year they hold a design charrette (hackathon) in different locations across Australia to analyse the challenges and characteristics of a particular precinct, imagine potential paths to renewal, and then synthesise those ideas to spark conversation and build momentum (<https://architectus.com.au/design-charrette/>). During the event, CBRIN's CEO, Petr Adamek delivered a speech on what makes up an innovation destination and how CBRIN brings together the innovation ecosystem in the ACT.



GovHack Connections Event

16 August 2024, 25 participants, delivered by the GovHack ACT team, CBRIN

CBRIN hosted a precursor event to GovHack, the annual open data competition where participants create innovative solutions using government data. The GovHack Connections Event brought together 25 Canberra-based participants and set the stage for the upcoming weekend-long hackathon. Jack Cassidy from CBRIN delivered a keynote speech, emphasising the importance of adopting an innovative mindset when approaching the GovHack challenge.

The event aimed to:

- Provide context and expectations for GovHack
- Encourage an innovation mindset
- Connect Canberra-based participants

The GovHack team and attendees were pleased with the preparatory session, saying it helped form connections and emphasised the value in approaching the challenge with fresh, innovative perspectives.



Image: Photo of the GovHack ACT team, CBRIN, speakers, and participants

CBR Space Drinks

22 August 2024, Capital Brewing Co. Brewery

CBR Space Drinks was a networking event held in conjunction with the SIAA Southern Space Conference and sponsored by Canberra Airport and CBRIN. CBRIN assisted by inviting ACT companies to attend, network and explore the possibility of their products or services extending into the space industry.

Stakeholder Advisory Committee Meetings

19 September 2024, 14 participants, CBRIN

CBRIN hosted its 25th Stakeholder Advisory Committee Meeting bringing together key representatives from Canberra's innovation ecosystem to consult and provide input into

CBRIN strategic planning and work planning. The September session welcomed five new committee members and introduced Michelle Jasper as the Committee's Interim Chair in absence of Rosanne Brand. There were also discussions about committee members whose second term will be expiring in December and were asked to consider reappointment.

The new committee members include:

- Belinda Newham, Decision revolution, entrepreneur
- Ilea Buffier, Evalu8 sustainability, entrepreneur
- Matthew Wilson, Executive Chair, Penten, entrepreneur
- Joel Madden, Evolutioned, entrepreneur
- Tori Murray, Canberra Airport, corporate representative

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.

Our activities under this direction focus on active development and support of a strong pipeline of entrepreneurs and their innovation projects. They will also include development, delivery and evaluation of growth programs to companies from pre-startups, startups, scaleups to SMEs. More broadly CBRIN connects companies to funding, expertise, tools, resources and opportunities that enhance their capabilities and progress.

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.

Under this Theme / objective CBRIN delivers events and other engagements that inspire and inform entrepreneurs. We also deliver workshop programs that strengthen entrepreneurial skills and grow participants' capacity to build or contribute to high growth companies. We conduct introductory meetings with entrepreneurs and triage them into other activities, connect them with mentors and sources of funding and support. We also work on attracting a strong and diverse pool of applicants for INNOVATION CONNECT grants program in partnership with the ACT Government to provide matched funding to set innovation companies on their growth journeys.

Outcomes: Strong and diverse dealflow of quality participants apply to growth stage initiatives in the ACT. Measured by annual retrospective review of applications and reports.

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
CSIRO ON Prime 15 - Showcase	3 July	16	
AccelerateHER Workshop	30 July	29	-
Founders Collective Session 4	1 August	8	
Mill House GRIST Pitch Workshop	14 August	8	-

Workshop / Event	Date	Attendance	Net Promoter Score
SME Breakfast	22 August	47	55%
ICON Info Session	27 August	25	
Idea to Impact Workshop 1	11 September	20	
Billion Dollar Panel with Ken Kroeger	12 September	49	
Idea to Impact Workshop 2	25 September	27	60%
CSIRO ON Prime 16 - Immersion	25 - 26 September	19	
Total	10 events	248	

AccelerateHER Workshop

30 July 2024: 29 participations; Canberra Innovation Network

CBRIN delivered a workshop on behalf of the Accelerator for Enterprising Women in the leadup to the national Kickstarter Challenge. All participants were female founders interested in taking their business idea to the next stage. A number of attendees had not engaged with the Canberra Innovation Network previously.

Participants engaged in a hands-on workshop which covered:

- Value Proposition
- Business Model Canvas
- Big Impact
- Finance
- Pitching



Image: Photo collage AccelerateHER Workshop, 30 July 2024

Mill House GRIST Pitch Workshop

14 August 2024: 8 participations, Mill House Ventures

CBRIN Team members facilitated a pitching workshop for the Mill House Ventures GRIST cohort. Participants were coached on applying pitching principles to help prepare them for pitching to different audiences, including at the final program graduation.



Image: Photo of Mill House Pitch Workshop, 14 August 2024

SME Breakfast

22 August 2024, 47 attendees, NPS 55%, Canberra Innovation Network

CBRIN held the quarterly SME Breakfast with 47 SME representatives with a variety of new SMEs who have not engaged with CBRIN previously. The theme was 'Standing Out'; we asked the participants to think about the strategies they use to differentiate themselves in their respective markets and how they respond to changing customer needs and industry trends.

The theme prompted lots of discussion, with participants sharing the strategies and methods they use with each other, and some sharing things they learned or that surprised them to the broader group.

CBRIN also shared some key resources for SMEs in the community, including Canberra Business Advice and Support Service (CBASS), Beyond Blue's NewAccess for Small Business Owners (NASBO), the Canberra Business Chamber (CBC) and our upcoming SME Breakfast in October and SME Accelerator in November 2024.



Image: Photo of SME Breakfast, 22 August 2024

Testimonials:

"A Great opportunity, a great concept for Business to meet Business and professional in Business, where you can express your thoughts, ideas and gain valuable insights into other business problems, solutions in an open environment to share." - Kieran Clune, Flexible Australia

"An excellent resource for anyone looking to expand their knowledge, with a room full of like-minded people eager to learn from one another." - Nathan Bright, Miranda McMahon HR Consultants

Billion Dollar Panel with Ken Kroeger

12 September 2024: 96 registrations, 49 attendees; NPS 50%, Canberra Innovation Network

This event featured leading local entrepreneur, investor and CBRIN entrepreneur in residence Ken Kroeger. Ken shared openly his experiences growing two companies including Seeing Machines, his learnings from working with entrepreneurs through Epicorp (which assists local entrepreneurs by making a pool of money available as venture debt). He made the entrepreneur's world seem real and accessible, and shared many things he's learned that will help audience members.



Image: Billion Dollar Panel Event, 12 September 2024

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

Idea to Impact 10 Week Customer Challenge

11 September – 25 September 2024: 47 participations; NPS 60%

The Idea to Impact 10 Week Customer Challenge continued this quarter, with 42 participants across 32 projects. There were 47 participations across workshops one and two, where we covered topics in:

- Intro to lean innovation
- Value finder
- Customer exploration
- Big impact story
- Value proposition
- Competitive landscape

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



Image: Idea to Impact workshop1 participants – 11 September 2024

Testimonials:

"The first workshop was brilliant and incredibly hands-on! It provided practical insights into identifying market needs, understanding customers and their challenges, and practicing effective customer exploration methods. I highly recommend the Idea to Impact 10-week Customer Challenge to anyone looking to deepen their understanding of these essential skills" – Sahil Samani

Founders Collective

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 include peer-to-peer sharing of insights, goal setting, accountability and problem solving. Other sessions focus on important themes like finding and delivering on early sales, clarifying value proposition, navigating challenges and getting your product to market.

1 August 2024: 8 participations

The fourth session of Founders Collective brought together 8 founders to deep dive their sales conversations, and identify ways to prioritize opportunities.



Image: Founders Collective, 1 August 2024

Intro Meetings

91 held this quarter, 100% NPS

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:

"The team have made us feel very welcome and have already provided some great feedback and opportunities in our first few weeks of engaging." Chris Scullin, Lystr

Innovation Connect Grants

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

Current ICON Grant Funding Round

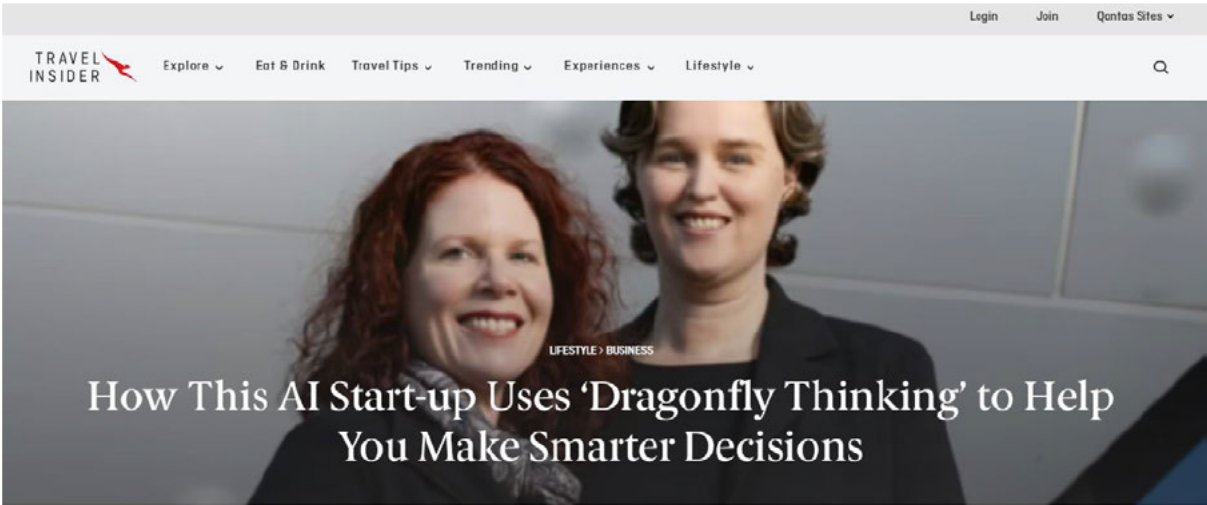
ICON is currently open for expressions of interest and will close on 10 October 2024. The round so far:

- On 27 August 2024, CBRIN held an online information session for entrepreneurs to learn more about the eligibility criteria and the application process. The session had 45 registrations and 25 online attendees.
- The following people have been selected to form the Independent Panel:
 - Anne Moore, experienced scaleup Chief Operating Officer, founder and mentor
 - Harold Dimpel, experienced mentor, investor and founder of mHITs
 - Glenn O’Sullivan, Principal at SPA Accounting
 - Georgia Von Guttner, experienced senior businessperson and current Industry and Innovation Lead at the Canberra Institute of Technology

Grant acquittals this quarter

Two projects acquitted their ICON grants this quarter, demonstrating how they met the milestones in their agreements. Key achievements included progress with early sales and team growth.

Company	ICON Round	Highlights
Waste Check Systems	October 2023	Patent registered in multiple countries, completed MVP of software and 20+ customer demos.
Dragonfly Thinking	October 2023	Developed an MVP, graduated and received funding support from two accelerator programs: CSIRO ON Accelerate and Defence Trailblazer. Presented at AI Showcase on 23 July 2024, was featured in Qantas inflight magazine as a story, referencing ICON Grant support.



From the Travel Insider Qantas: "How did you convince investors?"

"We've bootstrapped our company for now, given the interest we are seeing from governments and businesses. We were fortunate to be selected for the CSIRO ON Accelerate 8 program and the Defence Trailblazer accelerator. In early 2024, we received an ICON grant from the Canberra Innovation Network that helped kick-start our AI tool development. In June, we won the inaugural Australia's AI Sprint award, which brings \$300,000 in R&D support."

<https://www.qantas.com/travelinsider/en/lifestyle/business/dragonfly-thinking.html>

Direct Testimonials:

"ICON has given us the confidence to register our technology Patent with multiple countries and fast tracked our software development." - Alex Northey, Waste Check Systems

CSIRO ON Prime 15 Showcase & Debrief

3 July, 16 attendees, Canberra Innovation Network

ON Prime 15 culminated in a Showcase this quarter with the 5 teams presenting to an audience of around 50 people.

The Canberra cohort consisted of:

- **Found in Translation** - a novel evidence-based game and workshop that improves team collaborating
- **NAPPING** - AI layer that enables more dynamic and effective adaptation to new situations
- **FlyTech** - AI and imaging technology that identifies pests more quickly and with less labour to enable early pest treatment
- **Varroa Surveillance** - novel testing technology platform for Varroa mites in honeybees that is more accurate and less laborious than current visual inspection method
- **Budmore** - Aquaculture automation product and novel disinfection products that increases productivity in farms by 3 times

Following the showcase, CBRIN and the CSIRO ON team held a debrief session with ANU Business Engagement & Commercialisation team on the progress that was made by the cohorts.



Image: ON Prime 15 Canberra teams

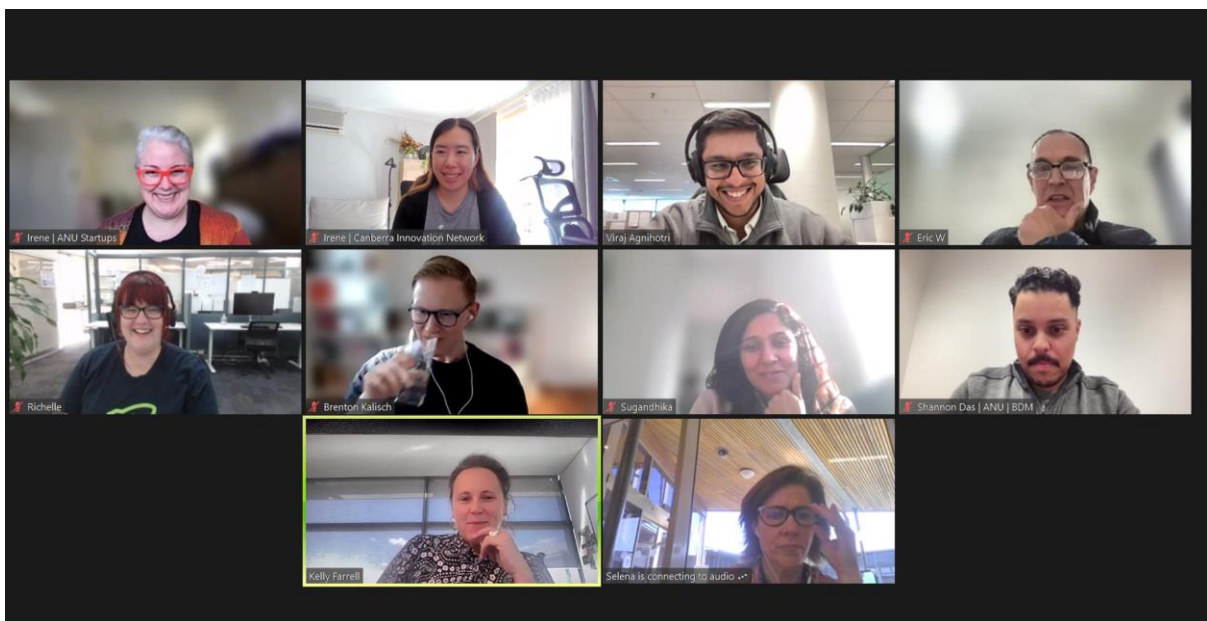


Image: ON Prime 15 Canberra Debrief with ANU

CSIRO ON Prime 16

August - September, 19 participants, CSIRO Black Mountain & Online

CSIRO ON Prime 16 kicked off with a facilitator briefing with the whole facilitation team across Australia, before the Canberra cohort commenced with a 2-day, in-person Immersion with 6 teams on the 25 & 26 September.

The current Canberra cohort consists of:

- **Almbience (UC)** - AI powered communication tool for project managers that assists with governance and documentation
- **Cobeo (ANU)** - tools for better collaboration in organisations

- **Digital Solutions for Advanced Manufacturing (UNSW Canberra)** - digital services to have better results from additive manufacturing, including on materials, design and other services
- **RAES (University of South Australia)** - VR tool for use in ergonomics and design assurance
- **Supply Chain Intelligence (UNSW Canberra)** - AI-based risk monitoring system that enhances supply chain resilience by enabling companies to proactively manage risk
- **UTS Heat (UTS)** - Novel thermal energy storage and dissemination technology



Image: Collage of ON Prime 16 Canberra Immersion

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.

Under this theme / objective CBRIN supports the MILL HOUSE Ventures to deliver programs that grow innovative social enterprises (such as via their GRIST accelerator program). We also work with local mentors and investors to support a high-growth startup accelerator program for pre-investment startups (GRIFFIN Accelerator). In addition, CBRIN delivers a set of its own Growth Programs for scale ups, research-intensive spinouts and ambitious innovative SMEs and builds a network of mentors and investors to connect them to founders and innovative projects including through an annual investor showcase.

Outcomes: Significant achievements of local innovation companies, Investments in local innovation companies

Overview

CBRIN acceleration services are delivered to 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 projects that are innovation driven and report 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
- Scaleup Masterclass – new workshop content for scaleup companies
- GRIFFIN Accelerator – mentor-led 3-month intensive program for startups selected by mentors
- External program referrals

This quarter we tracked 63 ventures assisted by CBRIN growth programs. This includes GRIFFIN Accelerator, SME Accelerator, Scaleup Program, and founder conversations including feedback sessions, growth discussions and strategic discussions.

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

Twenty (32%) of the ventures currently engaged are in the “deep tech” category, with significant intellectual property from research. Thirty-nine (62%), out of the 63 assisted this quarter are ventures beyond startup stage.

Distribution of Active Companies (by Category)	#	%
Startups	24	38%
Small business 3 – 20 FTE and innovation potential	12	19%
Early Growth: 100k to 1m raised, or 3+ FTE and innovation driven	16	25%
Medium business 20+ FTE with innovation potential	2	3%
Scaleup: Innovation-driven and >1m raised, or 20+ FTE employees	8	13%
Impact company: high growth and 50+ FTE	1	2%
Total ventures assisted this quarter	63	100%

The Mill House Ventures Limited

The Mill House Ventures (TMHV) supports social innovators to explore trading models that sustain and accelerate measurable impact in Canberra and region. The Mill House Ventures creates complimentary pathways through entrepreneurship for founders who are Change Agents looking for viable and sustainable ways to create, measure and sustain impact to address systemic disadvantage.

The Mill House Ventures offers programs specifically catering to emerging and maturing social enterprises of our region. TMHV also provide work-integrated learning experience to University of Canberra students to provide them with exposure to this asset class and raise awareness of this way of trading. CBRIN provides TMHV with funding and in-kind support. CBRIN’s CEO is an observer on TMHV Board.

Activities during this quarter included:

- TMHV and University of Canberra finalised the 2024-27 Collaborative Agreement with UC commitment to continue to support TMHV for another 2+1 years
- TMHV and Bendigo Community Bank Canberra (formerly Service One) agreed to a further 1-year extension of the partnering agreement.
- TMHV released the 2021-23 Impact Report ([2021-23 TMHV Impact Report](#))
- The GRIST24 Graduation & Impact Showcase was held on Thursday 26 September with over 100 people attending. All participants in this years’ cohort are Female Founded social enterprises.

View GRIST24 Graduation & Impact Showcase - Highlight Reel ([Highlight Reel](#))

View GRIST24 Cohort – Impact Reels ([GRIST24 Impact Reels](#))

Cohort includes:

- **Earthly Remains** – (Founder: Tui Davidson) Disrupting traditional burial options with human composting to reduce cost, connect with country and reduce environmental impacts

- **TheStoryChapel** - (Founder: Zsuzsi Soboslay) Transforming life stories through arts-centred processes to support marginalised communities
- **U Shape Us** - (Founder: Fiona McIntosh) Using a creative education tool to enhance a child's sense of belonging and helping connect neighbours to their community
- **Indie Green** - (Founder: Vivian Sinclair) To provide a Therapeutic Horticulture service to support people of all ages and abilities to access gardens and engage with nature, especially for people living with disability, accessibility needs, and neurodiversity to improve life outcomes
- **Allara Creative** - (Founders: Jess Wright & Ruth Oettle) Provide meaningful income and employment development pathways for refugees allowing them to enter long term sustainable employment
- **Matre** - (Founder: Pallavi Singh) Selling organic, fair trade, traditional weave textile, fabric and clothing in Australia to provide a platform to provide meaningful income for artisans and education on the importance of maintaining traditional and cultural art forms.
- **CollabSphere** - (Founder: Truc Vo) - offers brands and businesses an innovative platform to advertise, promote and enhance their brand image and reputation through participating in a profit redistribution advertising model and allow consumers to purchase from brands that put "their money where their mouth is" and support community and society.
- TMHV team officially launched the inaugural "Scale For Impact" program. Through funding provided by the ACT Government the program aims to provide tailored business support to create and explore pathways to connect scale up social enterprises in Canberra to growth, sponsorship and philanthropic opportunities; encourage the growth and maturation of the local social enterprise ecosystem; and encourage the growth opportunities of trading social enterprises.
- TMHV continues to progress the delivery of an "Inspire" program in partnership with The Galilee School, Canberra's only Special Assistance school that delivers learning and support for young people in Years 7-12, who struggle in mainstream environments. The program is designed to encourage the cohort participants to develop an understanding of the opportunities for social entrepreneurship in their future endeavours
- TMHV delivered a series of REFINE engagements with Alumni - Right To Work, The Sustainable Gardener, Easy Ready Toolbox and ShowGO. Through funding provided by The Snow Foundation, REFINE is led by our Social Entrepreneurs-in-Residence, and offers short, intensive, highly-tailored support to established for-purpose traders in Canberra and the region.
- TMHV CEO participated as a panellist at the ANU Start-Up Forum on Tuesday 20 August with alumni, Café Stepping Stone
- TMHV CEO organised a "Social Enterprise Table" at the CBR Business Chamber ACT Budget Lunch with alumni Altina Drinks, See Me Please, Accessilife and Her Kitchen Table attending
- TMHV CEO attended Canberra Business Chamber "Business Roundtable" with Tara Cheyne MLA, Minister for Government Services and Regulatory Reform, Human Rights, City Services, Arts, Culture, and the Creative Economy
- CEO attended CBR Business Chamber "Enhancing Disability Employment Options in Canberra" session

- Programs Manager hosted a Business For Good Network (BFGN) national webinar “*Launching a Social Enterprise: From an Idea to a Business for Good*, by *The Mill House Ventures*” featuring Alumni Nate Swift (Little Luxton), Nazia Ahmed (Her Kitchen Table) and Matt Tomkins (The Endless Project)
- TMHV GRIST24 Alumni, Tuc Vo from CollabSphere participated in the October CBRIN FWC Pitch Session
- CEO is teaching the UC “Social Enterprise” unit for 50 Students

Table 1: Key Activities

Total for Q4 (Apr-Jun)	Notes	
9	Social Enterprise Consultations	Jul - 14; Aug - 12; Sep - 13 Total - 39
1	GRIST24	Cohort Participants - 7
1	REFINE24	Alumni Participants - 4

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	126
Intro Meetings	91
Mentor / Expert / Investor Engagement	43
Coworker Engagement (subset of Founder Conversations)	15
Total Meetings	260

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:

- 77 mentors engaged or active

- 64 external connections tracked (referrals between entrepreneurs, mentors and investors)
- 4 mentor/investor events (hosted or delivered by CBRIN)
- 164 subscribers of the Mentor Newsletter

Entrepreneur in Residence

The Entrepreneur in Residence (EIR) program provides a coordinated effort to connect founders with experienced entrepreneurs, experts and mentors. This program is complementary to other services and programs, with the goal to offer fresh input from highly experienced advisors, as well as help founders identify the key challenges and opportunities to improve their business.

The current EIR runs every Friday morning with two 1 hr slots with Ken Kroeger. Ken is an experienced company director, investor and advisor with extensive experience in scaling up technology businesses.

This quarter 12 companies met with the EIR:

- DSQ Studio
- WaitOnce
- O3 Water
- Multiforge
- Eolas Solutions
- Aya leadership
- FlocCare
- Nomad Atomics
- Adapt Homes
- XstreamCompute
- Flexiphone
- Semihouse

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. There are currently 164 subscribers up from 156 last quarter.

Mentor and Investor Events

As part of the Mentor Network, CBRIN organises and participates in events. This quarter, CBRIN hosted and participated in four mentor / investor events: Capital angels, Black Sheep, Griffin pitch day, Griffin 10th anniversary.

Capital Angels Pitch Night

11 September 2024, 24 attendees, hosted by Canberra Innovation Network, Facilitated by Campus Plus

Capital Angels provides a forum for high-net-worth individuals to network with other investors and proactively support Capital region entrepreneurs through investment. Founders and entrepreneurs seeking early seed investment should view Capital Angels as a logical starting point for their investment journey.

Campus Plus has taken ownership of Capital Angels, organising quarterly pitch nights for investors to hear from entrepreneurs in Canberra seeking angel investment. The event space is sponsored by CBRIN, with support from CBRIN to help fill pitching slots and investor attendance.

The three presenting companies were:

- Binary Tech – end-to-end massive IoT solutions
- Traceably (GRIFFIN Accelerator alum) – Seamless customer experience design SaaS
- Gatsby App – Software and app that seamlessly links patrons, venues and beverage manufacturers

Investor Virtual Office Hours

28 August 2024, 4 companies, Online

Black Sheep Capital ran virtual office hours for Canberra companies looking for capital raising and due diligence advice. The following companies took part:

- OD.AI
- OX Rooms
- Traceably
- OCRT
- Humaneer

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.

The Current Program

A total of 22 mentors with extensive experience across various industries have agreed to take part in both mentoring the teams throughout the program and investing in the trust. The trust size is currently \$185,000.

Applications for GRIFFIN 11 cohort closed on 10 July 2024. A total of 41 applications were received. 16 teams were shortlisted by the mentors (one team unable to pitch) and invited to present a 3-minute pitch with up to 5 minutes Q&A. Pitch practice sessions were facilitated by CBRIN to help entrepreneurs prepare for the pitch day.

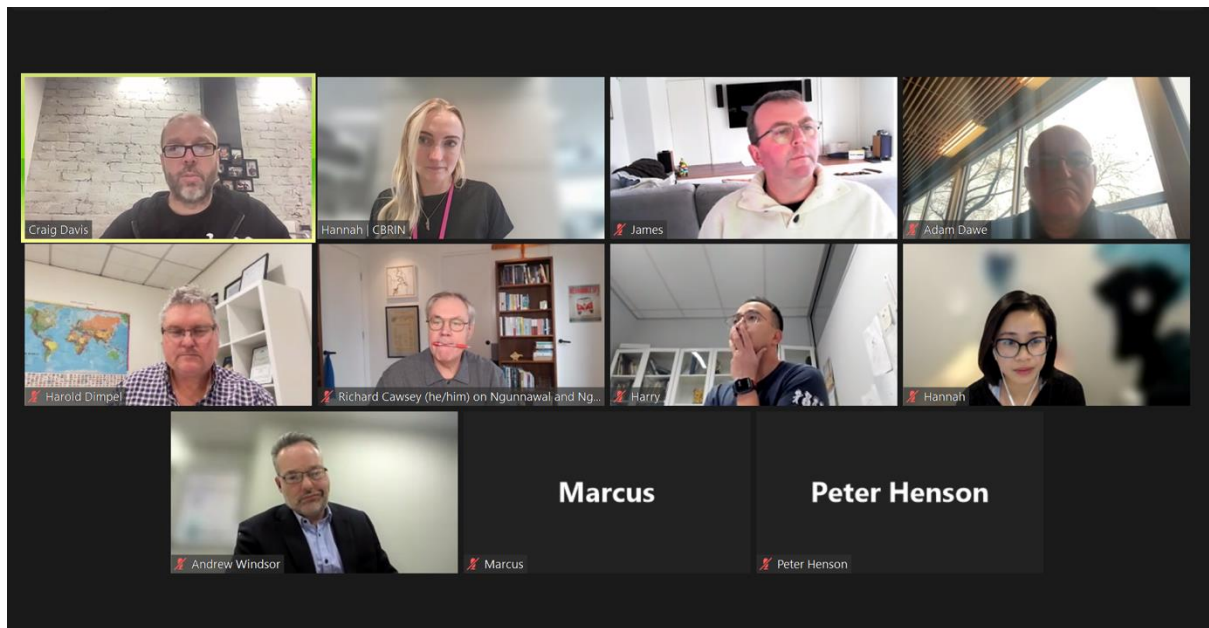


Image: screenshot of GRIFFIN shortlisting call

GRIFFIN Accelerator Shortlist Pitch Day

22 July 2024, 15 pitches, 17 mentors (3 online), Canberra Innovation Network

A total of 15 teams pitched to the mentors. Prior to final program offers, mentors met directly with founders to discuss their projects in more detail.



Image: Photo from the GRIFFIN Accelerator Shortlist Pitch Day, 22 July 2024

GRIFFIN 11 Cohort

7 teams were selected by the mentors for the program, 5 projects have at least 1 female founder:

- **OX Rooms** - Online Exchange (OX Rooms) revolutionises the pre-exchange phase of conveyancing with its digital platform, enhancing speed, efficiency, and security in property transactions while improving overall well-being for everyone involved.
- **Future Swirl** - Future Swirl offers Australia's first handcrafted oat milk soft serve, delivering a deliciously creamy and eco-friendly dessert experience.
- **HUUM Bio-Reclamation** - HUUM uses cutting-edge biotechnological techniques to make composting safer and more effective. We turn high-risk organic waste into

valuable soil enhancers, helping to capture carbon and reduce environmental impact.

- **Humaneer** - Humaneer is a sophisticated HR AI application that integrates global workplace legislation, expert HR advice, and internal organisational data to streamline HR processes and enhance workplace management.
- **Canberra Dynamics** - Canberra Dynamics is an innovative startup specialising in software to disable and ground drones.
- **Vici** - Vici is transforming legal analytics with its AI-powered tool that streamlines document review and analysis. By combining advanced eDiscovery features with expert human insight, Vici enhances legal workflows and uncovers critical insights in today's data-heavy landscape.
- **WaitOnce** - WaitOnce provides a smart SaaS solution that integrates with allied health providers' booking systems to automate appointment rescheduling and waitlist management, improving efficiency and patient experience.

Program Content

In addition to teams meeting regularly with the mentors, the cohort meets for weekly Monday sessions to engage with relevant content, business discussions and accountability check-ins.

- 19 August - Program kick-off with goal setting and program onboarding
- 26 August - Startup essentials and metrics workshop facilitated by Craig Davis
- 2 September - Mentor and accountability session. Four mentors in attendance (3 in person, 1 online).
- 9 September - Investor Pitching workshop, facilitated by Craig Davis
- 16 September - Mentor and accountability sessions with 6 mentors in attendance
- 23 September - Business discipline and finance seminar facilitated by GRIFFIN Mentors, Tim Hirst and James Selkirk
- 30 September - Mentor and accountability sessions with 2 mentors in attendance

GRIFFIN Accelerator 10 Year Anniversary Celebration & Annual Update

14 August 2024, 61 in person attendees, 10 online, Hybrid, Canberra Innovation Network & Online

The GRIFFIN Accelerator celebrated its 10th anniversary at the program's Annual Update event with GRIFFIN alumni teams and mentors. The event included:

- Culture of the Accelerator and purpose of the program
- An update from the Trustees on portfolio performance
- An update from Tailored Accounts on portfolio finances
- Alumni highlights
- Introductions to the new cohort

- Networking and external stakeholder engagement



Image: Photo Collage from the GRIFFIN Accelerator 10 Year Anniversary, 14 August 2024

Scaleup Program

Scaleup Leaders Sessions

Scale up leaders sessions are facilitated high-value group 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.

We continued the new format for these sessions 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 experiencing 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 Allen Zhu from EVP, a venture capital fund specialising in later stage startups.

Session	Topic
13 August	Inner Circle Session – Strategy and goal clarity Number of Participants: 22



Image: ScaleUp Leaders Session 30 August

Scaleup Leaders Masterclass

30 August, 17 attendees, Canberra Innovation Network

Based on very positive participant feedback from the first pilot workshop, we delivered a two-part follow up workshop. The goal of the Masterclass series is to upskill and challenge key leaders of companies at or entering the scaleup phase.

In the first workshop participants engaged actively to understand the important differences of scaleups to the startup and mature company phases. Common misunderstandings and issues were addressed. Participants then engaged with key themes at the heart of scaleup success: focus, speed, accountability, alignment and growth capital. This led participants to question and take new views on their scaleup plans, with the goal of increasing the ambition and clarity of their goals.

In the second workshop participants engaged with the specific topic of finding product-market fit in the deep tech and scaleup environment. We unpacked the importance of PMF as the cornerstone of growth, then the constraints and challenges for scaleups which may not restrict startups so much. Then worked through new methods to develop and test the market fit of future products or technologies.

After continuing to receive positive participant feedback we plan to offer additional masterclass content on related topics. Participants gave feedback on suggested topics which include leadership and governance, marketing, evaluating opportunities.



Image: ScaleUp Masterclass 30 August

Testimonials:

"Very insightful breakdown of the differences between different stages of the startup/scaleup journey that are relatable and great tips on the importance of focus on the right things at the right time." - Debbie Saunders, Wildlife Drones

"We all found it hugely helpful - thank you! ... (the exercises) made it super clear what our resourcing priorities need to be." - Tina McIntosh, BOOST Recovery

Selected ecosystem company updates

Canberra companies raised more than \$14.5 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 and have been announced, noting the amount may be higher, in some cases raises are not publicly announced for various commercial reasons. Includes MCI Carbon (\$14.5M).



Image: Photo of HIVE IQ ACT Exporter of the Year Award
Source: linkedin.com

The table below summarises alumni companies highlights this quarter. This includes significant progress updates and highlights for those companies that have benefitted from CBRIN's assistance.

Key:

- Griffin Accelerator = GA
- Scaleup Leader Sessions = SLS
- SME Programs = SME
- Investor Showcase = IS
- Founder Conversations = FC
- Coworking = CW
- Founders Collective = Col

Company, description, update	Engagement (alumni)
Ardexa - Enables renewable energy companies and service providers to cut the time, cost and complexity of digitising and automating remote plant operations	FC

Company, description, update	Engagement (alumni)
Update: Winner of Resources and Energy Award in ACT Chief Minister's Export Awards for the sixth consecutive year	
BoomBoxIndustries - All in one mobile DJ unit Update: Finalist of the ACT Chief Minister's Export Awards	FC
Boost Recovery (previously Brain Changer) - 12-week pain recovery intervention tailored to compensable care in Australia. Update: Significant new customers	GA, CW, FC, SLS
Catch the Sun Communications - virtual communications agency undertaking copywriting, editing and proofreading for advertising agencies and marketing departments Update: Finalist of the ACT Chief Minister's Export Awards	FC, SME
Dragonfly Thinking - ANU spin-out, offering structured analytic techniques to understand these complex and interconnected issues in more holistic ways. Update: Accepted Commonwealth Bank x15ventures program, top 10 National AI sprint	GA
Impact Group - a strategy consultancy with a focus on enabling and empowering people to act Update - Winner of the New Business Category Award at the Australian Women's Small Business Champion Awards	FC, SME
Folktale - a video platform used to collect and analyse qualitative insights. Update: Winner of Small Business award in ACT Chief Minister's Export Awards	FC
GPN Vaccines - Developing a vaccination against Streptococcus pneumoniae, which causes middle ear infections, pneumonia and sepsis. Update: First patient dosed in second clinical trial targeting adults over 70	FC, CW
Halo Cell - Commercialising Perovskite Solar Cells (PSC), the leading next-generation, solar solution for the global energy transition. Update: Announced a two-year agreement with First Graphene Limited (ASX: FGR) to supply graphene used in solar cells	IS, FC
HiveIQ - Specialises in the manufacturing and enhancement of software/hardware for improved beekeeping. Update: ACT Exporter of the Year in ACT Chief Minister's Export Awards	FC, SLS, IS
Hosking Bikes - World-class bikes designed for women Update: Announced renewed partnership with American cycling team Skyway Domestique	IS, FC, Col
Intelligent Assist - developing an AI-enabled Electronic Health Record system that captures patient data continuously, providing intelligently analysed data	FC,

Company, description, update	Engagement (alumni)
Update: Accepted into the health startup accelerator, Plug and Play UK	
Liquid Instruments - reconfigurable measurement system using power of FPGAs (ANU spinout) Update: Global roadshow	IS
MCI Carbon - Transforming carbon dioxide (CO2) into building products and materials for the circular carbon economy. Update: Awarded \$14.5M Carbon Capture Technologies Program (CCTP) grant	CW, FC, IS
mHITS - Design, deploy and operate mobile payment solutions for the unbanked. Update: Winner of E-Commerce award in ACT Chief Minister's Export Awards	SME, FC, SLS
Mileva Security Labs - AI governance and risk mitigation software and advisory Update: Presented a talk at BSides Singapore	FC
New Frontier Technologies - Advanced manufacturing company for design, precision manufacturing and advanced characterisation of carbon composite. Update: awarded a Technology Demonstration Grant from the ACT Government's Energy Innovation Program	FC
Nominal Systems - Nominal is the next-generation satellite digital twinning platform designed from the ground-up to get your mission into orbit faster. Update: Closed but not announced significant capital raise	SLS, FC
Nourish Ingredients - create animalic fats for a more sustainable food future using fermentation Update: Partnership with global dairy co-operative, Fonterra	FC, SLS
OD-AI - building an Organisational Development Assistant using AI to craft personalised policies and procedures for workplaces. Update: Winner of the People's Choice Award at Build Club's AI Demo Day, to pitch in San Francisco. Accepted into the S24 cohort of Techstars Tech Central Sydney Accelerator.	FC
PPB Technology - CSIRO spin-out, lab quality testing in minutes for agrifood, environmental & medical needs. Update: Finalist of the ACT Chief Minister's Export Awards	GA, FC, IS, SLS
Quantum Brilliance - build room temperature quantum computers, powered by diamond, which will provide ubiquitous quantum computing Update: Partnered with US research facility Oak Ridge National Laboratory. Awarded a prestigious German contract (worth €35M) to build a mobile quantum computer	SLS, FC, IS

Company, description, update	Engagement (alumni)
RenewMap - platform that provides a simple and intuitive interface to visualise the Australian energy landscape Update: selected by the ACT Government for a business accelerator grant under the Energy Innovation Fund	FC
Samsara Eco - Infinite recycling of plastic waste Update: Awarded the Best Sustainability Startup at Startup Daily's Best in Tech Awards	
Science Skincare - Ethical skincare products Update: Finalist of the ACT Chief Minister's Export Awards	FC, SME
Seitec - Smart seismic sensors for security and monitoring applications Update: Winner of the Land Forces 2024 Emerging Technology Award	GA, FC, CW, SLS, IS
Syenta - ANU spin-out with patented fabrication method which enables the 3D printing of multi-material electronics with fewer steps and less waste. Update: Team growth, hosted Indiana State Governor, Eric Holcomb, and the Indiana Economic Development Corporation at their offices	GA, FC, IS
Viden - Cyber security consultancy and accredited testing laboratory. Update: CEO Davina Mansfield won Cyber Leader of the Year award at the International Women in Cyber Day - Canberra Awards	SLS
Viortec - Orthopaedic technology company, with the goal of improving the quality of life of patients needing joint replacement surgery. Update: Winner of merit award for their SmartClamp technology at the National AIIA awards in Adelaide	GA, IS, FC
Yarn - Early intervention speech pathology app Update: Finalist for the AgriFutures Australia Rural Womens Award, Founder named 2024 AMP Foundation Tomorrow Maker	FC, CW



Image: SME Breakfast, 22 August 2024

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.

Activities under this direction include:

- Designing and delivering engagement, marketing and promotional activities and events that showcase success stories and facilitate access to opportunities.
- Managing and enhancing the physical infrastructure of the central innovation hub in the ACT.
- Building and nurturing partnerships that connect other innovation hubs and grow vibrancy, diversity and connectivity of the ecosystem.

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.

Our Engagement and Marketing Initiatives under this Theme and Objective include:

- marketing and events to connect people to programs and initiatives of the ACT innovation ecosystem
- profiling of and strengthening engagement with entrepreneurs and under-represented groups
- 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, Partners, innovation precincts, key sectors, other connected innovation hubs and initiatives, and the broader region (additional and complementary to activities in Direction 1)
- target relevant regional, national or international events and engagements (such as inbound and outbound visits and delegations) to promote the Canberra innovation ecosystem
- marketing campaigns to promote Canberra as a city of innovation and to promote all opportunities to the broader ecosystem.

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

Overview

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, 17 events were either led by CBRIN, or hosted in our space, all being marketed to our ecosystem. These events attracted 1,700 registrations.

CBRIN held 3 First Wednesday Connect events this quarter. We celebrated the 100th First Wednesday Connect with Foundation Partner ACT Government, this was also the largest First Wednesday Connect so far with over 500 registrations and just under 400 participants checked in on entry.

Marketing overview and efforts: The focus this quarter for the marketing team was increasing audience engagement and broadening media reach. Effort was spent on developing content for social media platforms (Instagram and LinkedIn) in the form of under 50 second videos (reels). This increased post engagement and led to top 5 organic posts on Instagram totalling to 1,491 reach.

The team also implemented a soft marketing campaign for the establishment of ScaleUp Hub Level 4. This campaign included a walkthrough video used for the promotion of the floor. Other efforts included;

- Delivery of static and video social media content (Meta total views = 1,313 and LinkedIn total impressions = 2,486)
- Weekly newsletter (2x Main theme with total of 5,133 views)

A highlight of the quarter was CBRIN becoming a **finalist for the Australian Small Business and Family Enterprise Ombudsman Small Business Community Ally Award**, part of 2024 7NEWS Community Achievement Awards for NSW/ACT. This achievement enables us to connect with small businesses and other supportive companies across a broader region of Australia and aids in our effort of broadening our reach.

To improve our messaging and content, part of the marketing team participated in the Brand Rebellion, Brand and Marketing Workshop: For the Growth Hacker. This workshop focused on three primary areas of marketing; Brand, Creative Strategy and Content. Key takeaways included summarising CBRIN's impact through a belief statement, deepening our understanding of target audiences and leveraging emotive marketing techniques. These insights have enabled the team to refine CBRIN's messaging ensuring that all content is produced with a clear audience focus to enhance reach and engagement.

Media & PR

CBRIN has been mentioned on BBC News with a backlink to our website!

- [What's it like to live in the world's 'smartest cities' for 2024 - 17 July](#)
- [Things to do in Canberra this week \(2 - 8 August\) - 1 August 2024](#)
- [Eco-friendly skateboard idea gets wheels with ICON grant - Our Canberra - 5 August 2024](#)
- [Things to do in Canberra this week \(30 August - 5 September\) - 29 August 2024](#)
- [Things to do in Canberra this week \(6 - 12 September\) - 5 September 2024](#)
- [We're not pollen your leg - after just 18 months, HivelQ is the ACT exporter of the year 2024 - 22 August 2024](#)
- [Things to do in Canberra \(27 September - 3 October\) - 28 September 2024](#)



Home News US Election Sport Business Innovation Culture Arts Travel Earth Video Live

The world's 10 smartest cities

According to the [Smart Cities Index](#) 2024, the world's ten smartest cities are:

- Zurich
- Oslo
- Canberra
- Geneva
- Singapore
- Copenhagen
- Lausanne
- London
- Helsinki
- Abu Dhabi

She also mentioned how the city's proximity to nature informs how the city puts sustainability front and centre. "Canberra is advanced in clean energy and renewable initiatives," she said. "The city has ambitious targets to achieve net zero emissions by 2045, and this is evident in the ongoing electrification and adoption of renewable energy sources throughout the area."

Canberra has also adopted technology to make the city more liveable and more attractive to startup founders and other businesses – something that helps create a virtuous cycle of innovation. "The city's smart city initiatives, including smart lighting, waste management and traffic management systems, significantly improve the efficiency and sustainability of city services," said David. A robust high-speed internet supports overall connectivity and the growth of remote work, while innovation hubs and co-working spaces like [Canberra Innovation Network](#) help foster tech development and entrepreneurship.

Image: Excerpt from the Article on BBC News

Video, Photo, Web & Design

- Mude captured the 100th July FWC - 2 July 2024
- Region Media captured the 100th July FWC - 2 July 2024
- Oculo Digital videoed the 100th July FWC - 2 July 2024
- Mude captured the August FWC - 7 August 2024
- Mude captured the September FWC - 4 September 2024
- Shoelace Creative filmed Creative Connect - 5 September 2024
- Mude captured the Female Founders - 10 September 2024

Innovation Station

CBRIN's regular blogging platform engages with the innovation community, profiles entrepreneurs, innovators, and businesses, and shares industry news and CBRIN highlights. Articles are shared on owned-and-operated channels. Topics for this quarter included:

[10 Weeks Isn't 10 Weeks - 5 July 2024](#)

[The GRIFFIN Accelerator Program Reflects on 10 Years - 8 July 2024](#)

[SME-24 Business Accelerator: Unlocking Potential for Canberra's SMEs - 19 July 2024](#)

[Discover InnovationACT - a student & researcher entrepreneurship competition- 29 July 2024](#)

[Canberra Innovation Network - Entrepreneur in Residence - 26 August 2024](#)

[Ben Garrett a recent UC Alumni and Member of the CBRIN Marketing Team. Shares Insights for Graduates - 26 September 2024](#)

[Interning at CBRIN: Sam Hodgson's Journey of Growth in Innovation and Networking - 27 September 2024](#)

[Where are they now - Catherine Carter - 30 September 2024](#)

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 159,348 (47.16%) accounts, with 633,449 (138.37%) impressions and a total of 12,412 (1253.54%) clicks.

Campaign Name	Reach	Impression	Link Clicks	CPC
Calling all university students	3,698	8,626	23	\$0.60
Are you a researcher ...	5,421	12,040	38	\$0.54
Scale up Level 4	9,061	19,085	78	\$0.40
Coworking	11,076	25,559	359	\$0.30
IACT	15,242	40,369	171	\$0.35
AccelerateHER	6,357	11,113	65	\$0.62
FWC August	8,492	62,948	86	\$0.32
SME Breakfast	7,691	33,189	83	\$0.33
Billion Dollar Panel	61,264	325,105	419	\$0.46
Female Founders	10,876	49,012	10,876	\$1.70

Billion Dollar Panel	3,559	5,445	40	\$0.14
Female Founders	1,973	38,23	37	\$0.19
ICON	9,387	32,469	102	\$0.30
Advanced Startup Series	3,424	5,935	13	\$0.48
Innovation Showcase	1,827	2,554	22	\$0.20

Social media insights

	Facebook	Instagram	LinkedIn
Reach	55.2K 17.7%	17.2K 1.1%	23,185
Profile visits	2.2K 11.8%	779 27.3%	1,578 26.6%
Followers	5,672	2,531	7,160
New followers	60 0%	127 3.3%	357 15.5%
Post engagement	360 35.8%	534 53.4%	1,082 Reactions 30%
Impressions	N/A	N/A	44,413
Paid reach	126,659 44.1%	N/A	
Paid impressions	637,194 132.5%	N/A	

Top Performing Organic Posts

Facebook

Top content by reach

The image displays four Facebook posts from the University of New South Wales (UNSW) account, arranged in a row. Each post is a promotional graphic for an event, featuring a photo of a speaker and event details. The posts are as follows:

- Post 1:** "Female Founders Meet the Panel". Speaker: Two women. Date: 19 August 19:02. Engagement: 9.6K reactions, 8 hearts, 0 comments, 0 shares.
- Post 2:** "Ken Kroeger, Founder, CEO, Investor and...". Speaker: Ken Kroeger. Date: 29 July 23:00. Engagement: 4.1K reactions, 4 hearts, 1 comment, 0 shares.
- Post 3:** "The Advanced Startup Workshop is a three...". Speaker: Nick McNaughton. Date: 11 September 17:00. Engagement: 3.5K reactions, 3 hearts, 1 comment, 0 shares.
- Post 4:** "What an amazing 100th FWC! Keep th...". Speaker: A woman. Date: 16 July 17:00. Engagement: 1.6K reactions, 5 hearts, 0 comments, 0 shares.

Image: Facebook top performing posts

Instagram

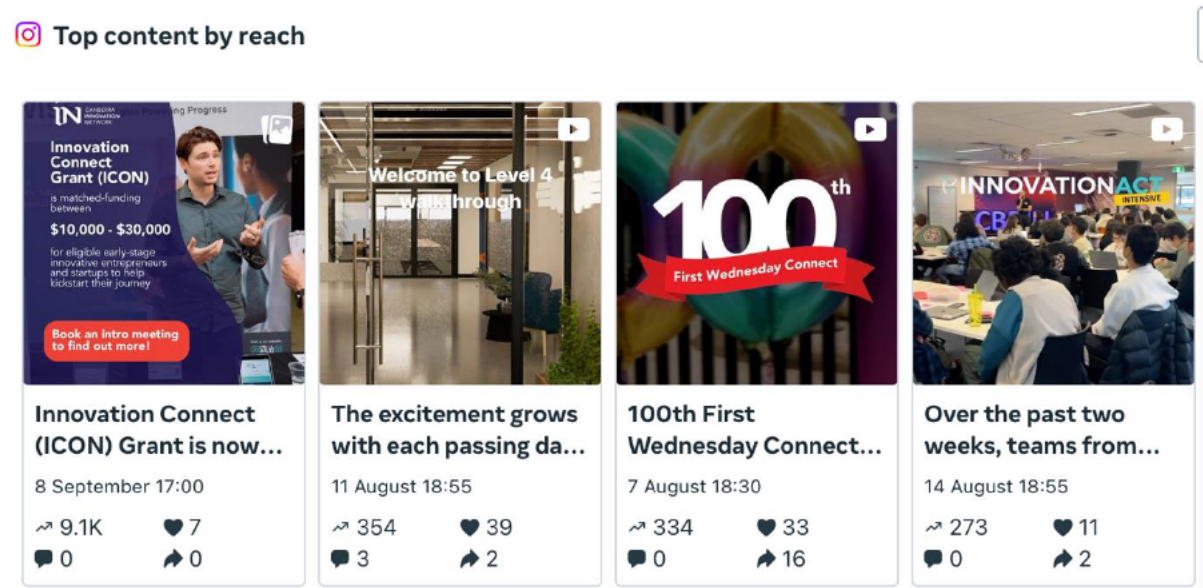


Image: screenshots of reach breakdown for Instagram and Facebook

Weekly Newsletter Statistics

10,404 (185 new) contacts, 6,178 subscribers (59 new) (41.8% female)

Table: Weekly Newsletter Click rates

Stats	2 July	9 July	16 July	23 July	30 July	6 Aug	13 Aug	20 Aug	27 Aug	3 Sep	5 Sep	10 Sep	17 Sep	24 Sep	30 Sep
Av. Open Rate	33.5%	25.4%	26.6%	28.3%	27.3%	27.6%	28.7%	31.1%	28.7%	32.1%	29.7%	29.4%	31.7%	29.7%	26.2%
Av. Click Rate	1.8%	2.1%	1.5%	1.9%	1.6%	1.7%	2.1%	2.7%	3.1%	2.0%	1.6%	2.0%	2.8%	2.1%	1.3%

The highest rating newsletter, based on average open rate and average click rate, was sent on 2 July 2024. The theme was the Griffin Accelerator.

Website performance

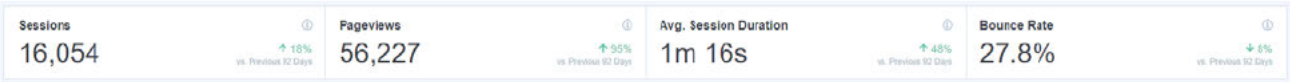


Image: Website performance statistics

Events & Engagement

This quarter CBRIN registered 2,304 participants for 64 events
Year-to-date: 2,304 participants for 64 events



	Events	Participants
July 2024	17	791
August 2024	26	894
September 2024	21	619

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 10,823 unique registrations for 102 First Wednesday Connects and Innovation Showcase events since 1 July 2015.

First Wednesday Connect 3 July 2024

Hosted by the ACT Government at 220 London cct

517 registrations: 48% new participants

Audience: 26% entrepreneurs, 9% students, 16% Corporate, 9% public servants, 5% creatives, 6% SME, 8% researchers, 4% investors and 17% other

Speakers:

- Rebecca Keeley, Yarn Speech
- Nick McNaughton, Campus Plus Advanced Startup Workshop
- Kayleigh Sleath, Ohna
- Sylvia Tulloch, GRIFFIN Accelerator
- Harold Dimpel, mHITs
- Candace Rhind, Level 4 Scaleup Hub
- Scott Obara, Traceably
- Michele Troni, Significant Capital Ventures
- Chris Dennis, ANU TechLauncher
- Sophia Hamblin Wang, MCi Carbon
- Petr Adamek, CBRIN Wrap Up
- [Blog post](#)

July 2024 marked the 100th First Wednesday Connect and Innovation Showcase event since CBRIN's inception in 2014. Hosted by the ACT Government, we invited attendees to share some of their most memorable experiences and opportunities that have come about from FWC events.

We saw the highest number of registrations for a FWC event, and the second highest number of registrations all time at a CBRIN event, with the 2023 Innovation Showcase being the highest.



Image: Photo collage from First Wednesday Connect - 3 July 2024

Testimonial:

"I recently attended the First Wednesday Connect meeting for the first time. At the start, I was encouraged to converse with people and witness the magic unfold. I met individuals from diverse backgrounds and different stages of life. Hearing them exchange their ideas, how they developed them, and the challenges they faced made me feel deeply connected and inspired.

The meeting was a powerful reminder of our own journey, starting our business 28 years ago while juggling the responsibilities of a growing family. It was a time when we often felt lonely and lacked encouragement. The initiative of the First Wednesday Connect is truly inspiring, and it has reignited my passion to give back. The meeting not only provided a platform for me to share my experiences and encourage others, but it also sparked a new wave of inspiration for me to create and contribute further." - Frederique Morris, 100th FWC attendee

"The First Wednesday Connect (FWC) has been instrumental in helping us establish and nurture successful business relationships. These relationships have evolved into mentorships, advisory roles, investments, and even employment and internship opportunities. We have gained access to several introductions to key individuals such as Harold Dimpel, Richard Everson, Anton Pemmer, Rob Wade, Professor Paul Kelly, Robert Holgate and several incredible amazing individuals who have played pivotal roles in our business and my personal professional growth and development.

Being a part of the Canberra Innovation Network (CBRIN) has elevated us to new heights. I personally believe that our involvement with CBRIN has been a transformative experience. Therefore, I would highly recommend any aspiring entrepreneur who is looking to start a business but is unsure of where to begin, to get involved by attending FWC events. These events provide an excellent platform to connect with like-minded individuals who can assist you in achieving your goals.

I am profoundly grateful for the exceptional team at CBRIN and the generous support we have received over the years. Their dedication and commitment have been invaluable to our success. I look forward to our continued collaboration and mutual growth.

Thank you CBRIN team past and present!" - George Maclean, 100th FWC attendee

First Wednesday Connect 7 August 2024

Hosted by the UNSW Canberra at Louie Louie, Verity Lane Market, 50 Northbourne Ave

298 registrations: 52% new participants

Audience: 27% entrepreneurs, 14% students, 11% Corporate, 5% public servants, 4% creatives, 8% SME, 11% researchers, 5% investors and 15% other

Speakers:

- Nina Juhl, UNSW Founders Program
- Angella Jawinsky, Viden
- Michael Stevens, Digital Manufacturing on a Shoestring
- Ken Baldwin, Energy Innovation Fund
- Mikhara Ramsing, OD-AI
- Felix Barbalet, Awarded Tenders.AU
- Prof. Chika Anyanwe, Canberra School of Professional Studies – Cyber Offerings
- Zoe Piper, Rezicast Systems and Precast Homes
- Dr Shibaab Rahman, Adaptive Leadership
- Brittany Klein, OCRT Consulting
- Prof. Deborah Blackman, Short Courses, Micro Credentials and B2B Opportunities
- Bianca Puglisi, National Missing Persons Hackathon
- Careen Redman, Humaneer
- Petr Adamek, CBRIN Wrap Up
- [Blog Post](#)

First Wednesday Connect 4 September 2024

Hosted by the Australian Institute of Entertainment at the Canberra Technology Park, Watson

223 registrations: 44% new participants

Audience: 29% entrepreneurs, 19% students, 8% Corporate, 5% public servants, 4% creatives, 5% SME, 10% researchers, 3% investors and 17% other

Speakers:

- Aqeel Akber, ShowUp by dsq.studio
- Tonia Charlandy, TEDxCanberra2024: Illuminate
- Jin Chan Yum Wai, SHRiNE Comics
- Louis Abasta, GovHack
- Masood Mansoori, Decode Your Future
- Daniel Hodgson, AIE
- Disha Taneja, Female Founders
- Sean Fenemore, State of Mind Games
- Jonathan Boscarato, Lingosing!
- Luke Plunkett, GamePlus
- Lauren Glina, A-ga-pe
- Parsa Tabatabaei, Gatsby
- Petr Adamek, CBRIN Wrap Up
- [Blog Post](#)



Image: Photo collage from First Wednesday Connect August and September 2024

Female Founders

There have been 1,601 registrations for 29 Female Founders events since 24 March 2020.

Finding Your Feet - Navigating Imposter Syndrome 10 September 2024

Level 5, 1 Moore Street, 81 registrations: 69% new participants

We invited Catherine Carter and Genevieve Jacobs to share their thoughts and experiences with imposter syndrome. Imposter Syndrome often impacts women, especially as they navigate a traditionally male dominated roles and industries. Attendees were invited to ask questions as well.

Some of the key insights shared by the panel were:

- Be confident enough to admit when you don't know the answer, be humble enough to seek out answers and stay open to learning
- Find your friends and allies - they can help you to bring change
- Know you are not the only one who feels like an impostor, and you're probably not the only one who is thinking that same question
- Founders have a unique opportunity to create the inclusive culture they want. Being a leader is not about being the expert in everything, but about guiding and trusting the expertise of your team



Image: photo collage from Female Founders 10 September 2024

Regional, National and International Engagement

- City of Joondalup visit, councilors and economic development manager – 02 July 2024
- Japanese Embassy representatives visited CBRIN and took a tour – 12 July 2024
- Northern Territory Government visited CBRIN and took a tour of the coworking space – 23 July 2024
- Candace Rhind attended and spoke at the FWA Conference in Melbourne – 2 August 2024
- Irene Zhen met with the Science Attache , Embassy of Switzerland – 2 August 2024
- Irene Zhen and Craig Davis - Tech23 Conference in Sydney – 7 & 8 August 2024
- CBRIN team visited Cicada Scaleup Space and Stone and Chalk Scaleup Hub in Sydney – 8 August 2024
- Shanghai Delegation visit to CBRIN (Brandon Smyth, Glen Hassett from ACT Gov attended) – 26 September 2024



Image: Shanghai Municipal Bureau of Data visit at CBRIN 26 September 2024



Image: City of Joondalup visit - 02 July 2024



Image: Japanese Embassy visit - 12 July 2024

Other Event Support & Engagement

- CBRIN team attended the Defence Trailblazer Showcase - 26 July 2024
- CBRIN team attended the Canberra Business Chamber's Business after Business event - 31 July 2024
- CBRIN sponsored the Togetha Group's Atlassian event with Dominic Price on Future of Work and CBRIN CEO opened and participated in the event - 30 July 2024
- Self Plus Plus hosted their event in the CBRIN event space - 13 August 2024
- CBRIN sponsored room hire for the AI Build Club meet ups throughout the quarter
- Canberra Cyber Hub hosted a number of events in the CBRIN Events Room this quarter
- EUX CBR meet ups were hosted in the CBRIN Lab throughout the quarter



Image: Photo collage of other event engagement: top left – Atlassian “Future of Work Manifesto” event; right – EUX CBR catch up; bottom left – CBRIN Team member Irene Zhen with representatives from ANU Cybernetics and Significant Capital Ventures at Tech23 in Sydney

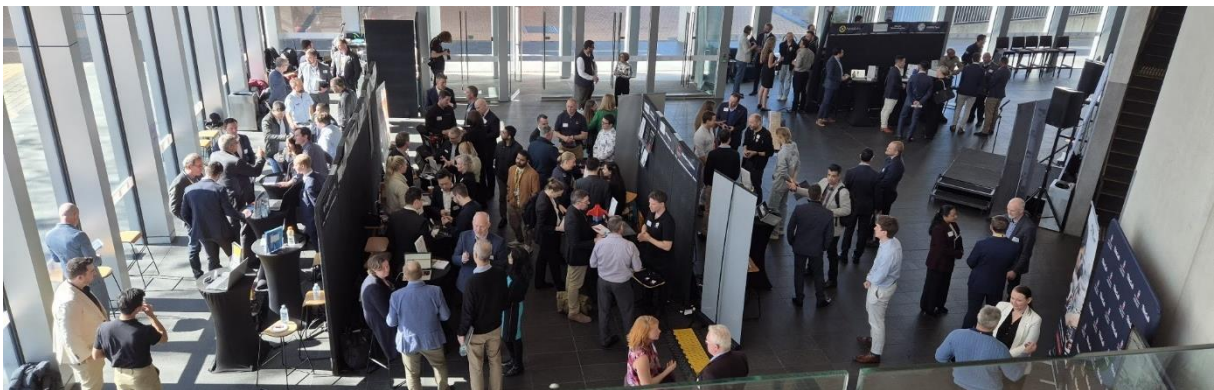


Image: Photo from Defence Trailblazer event hosted at ADFA by UNSW Canberra

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.

Under this Theme / Objective CBRIN will:

- Deliver entrepreneur-focused subsidised coworking and space for scale ups and SMEs, including community building activities as a fundamental building block of the Innovation Hub at Level 5, 1 Moore St, Canberra.
- Work with the ACT Government to grow availability of space within the 1 Moore Street and work with operators of other innovation hubs and precincts across in Canberra, including Foundation Members, to coordinate a connected offering for innovative entrepreneurs.

Outcome: 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.

Level 4 - ScaleUp / SME Hub

In June 2024 construction began on the CBRIN ScaleUp Hub on Level 4, 1 Moore Street. With lockable offices, dedicated meeting rooms and breakout spaces, end-of-trip facilities, and a flexible workshop room, the ScaleUp Hub is designed to accommodate and support growing innovation companies.

Significant progress was achieved on this project this quarter. The completion is scheduled for 31 October with first resident companies moving in on 1 November 2024 or shortly after.

As of 27 September, this was the progress update includes:

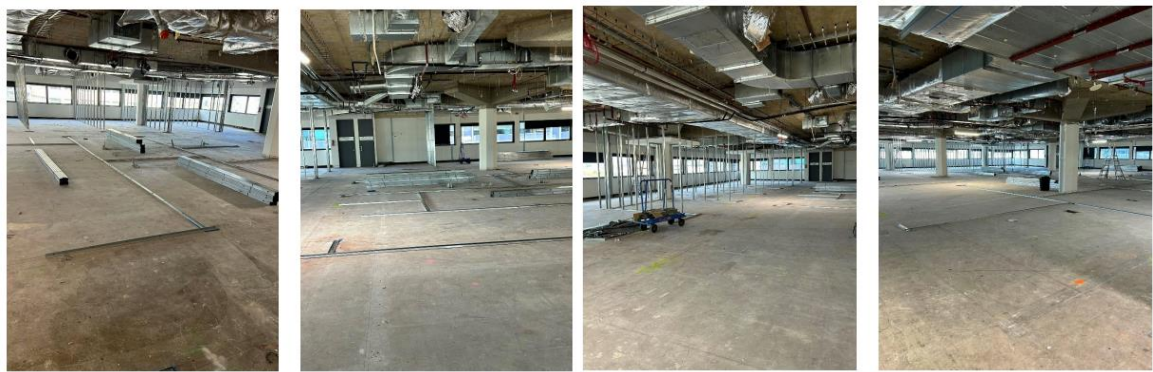
- Partitioning - Sheeting, setting, sanding and plastering walls and ceilings
- Partitioning - Ceiling frames complete

- Electrical - Tbar and troffer light install complete
- Mechanical - A/C registers and vents installed
- Tiling - Male, female and disabled bathroom walls and floors complete
- Tiling - Parents room wall, floor and skirting complete
- Tiling - Shower area tiling complete
- Tiling - Grouting complete in male, female and disabled bathrooms and parents room
- Fire - Wet fire fit off to plaster set ceilings complete
- Fire - Ceiling tile set out commenced for dry fire
- Partitioning - Doors delivery and install completed
- Partitioning - Skirting install completed
- Electrical - Speaker fit off for AV complete
- Electrical - Motion sensors installed
- Mechanical - Relocation of 2 x grills clashing with joinery
- Mechanical - Fitting off air grills and egg crates
- Mechanical - Testing and commissioning units
- Fire - Wet and dry fire fit off
- Painting - Louver clean and painting
- Joinery - Kitchen joinery Install complete
- Tiling - Tiling complete in cleaners room
- Security - Camera install complete
- Painting - Set ceilings, corridors and offices
- Partitioning - Feature acoustic ceiling installed
- Partitioning - All door hardware installed
- Partitioning - Feature acoustic rounds installed
- Partitioning - Closing ceilings with tiles completed
- Electrical - Lighting fit off nearing completion
- Electrical - Kitchen & Teapoint FF&E Fit off in progress
- Access Control - Wireless hubs for door hardware installed
- Painting - Touch ups have commenced
- Flooring - Second test patch complete with alternative products for review and approval
- Flooring - Carpet tiles installed
- Defects - Defect review and rectification has commenced
- Mechanical - Air balancing complete
- Mechanical - Daikin commissioning commenced
- Joinery - Stone benchtops installed
- Joinery - FF&E items installed (sinks)
- Signage - Shop drawings submitted for approval to begin production
- Tiling - Teapoint splashback tiles installed

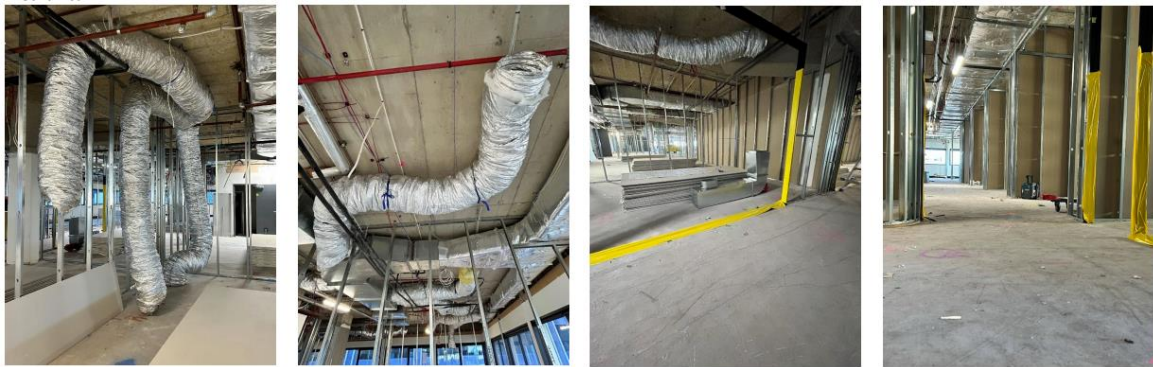
As at the end of September 2024 80% of the project build works were completed and invoiced.

Photographic documentation of the fit-out project progress since beginning:

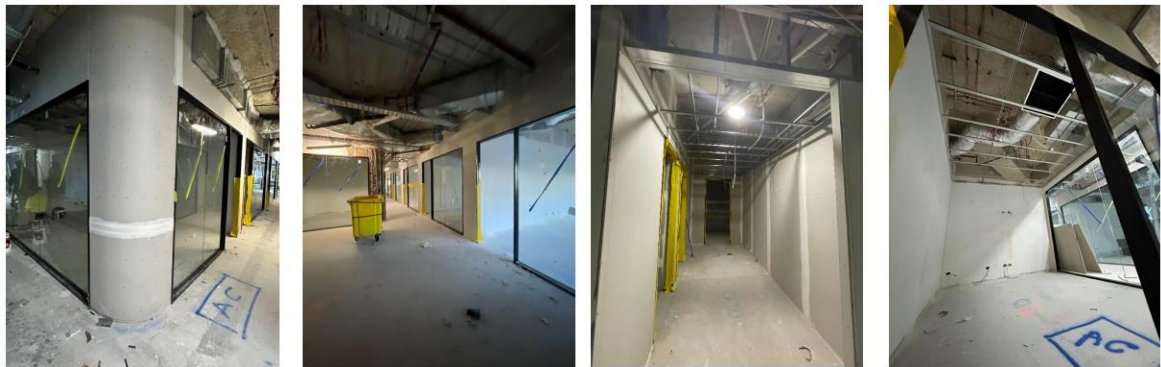
June (project start)



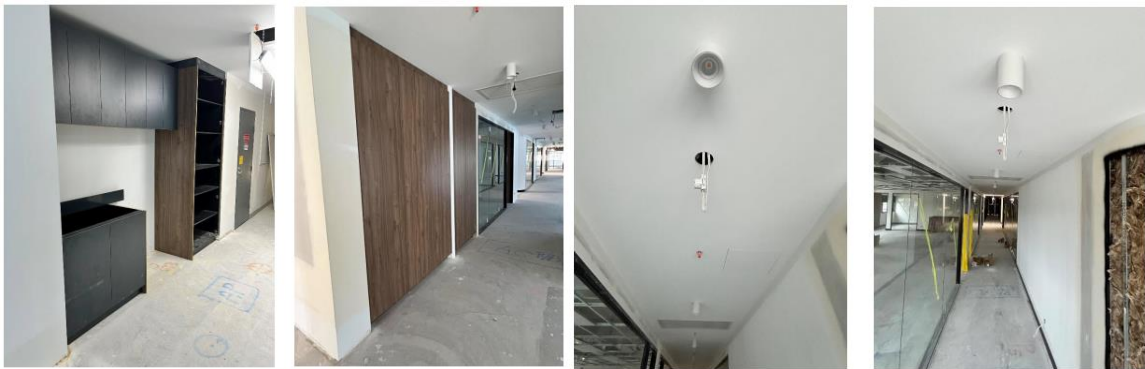
July (one month in)



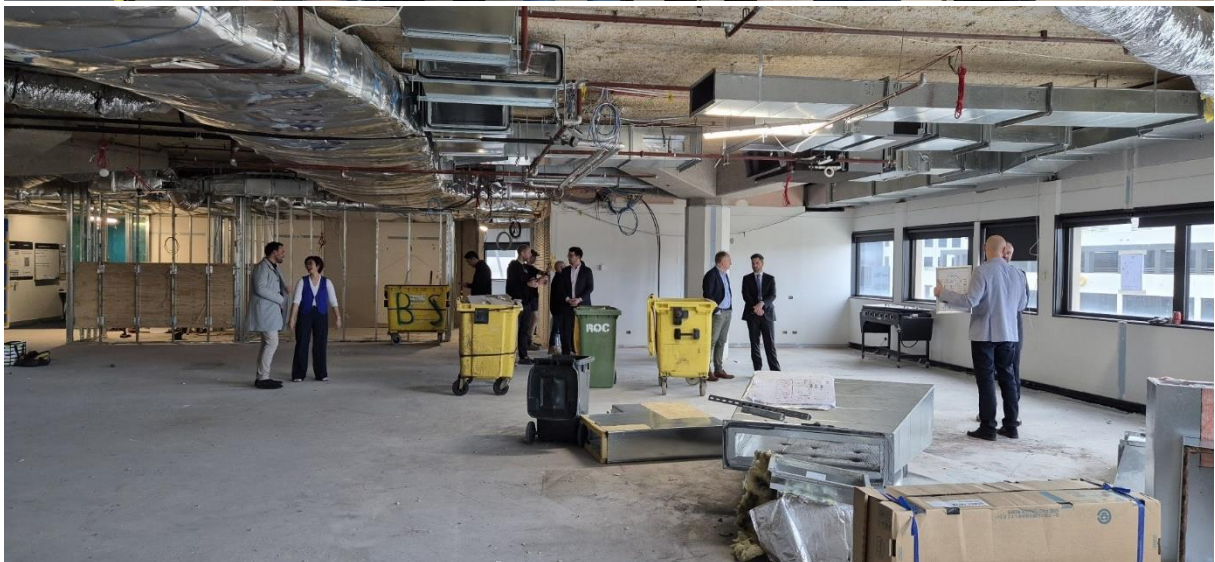
August (2 months in)



September (3 months in)



On 10 July, the ACT Chief Minister Andrew Barr visited the project with Executive Branch Manager Business & Innovation CMTEDD to review progress of the construction and was given the tour of the site by the builder, designer and CBRIN CEO.



Images above: Project site visit by the Chief Minister - 10 July 2024

Key Achievements & Activities this Quarter

- 11 events for the community to encourage networking and collaboration.
- Monthly Coworking Newsletters: 211 active subscribers with an average open rate of 40%.
- CBRIN Coworking companies can access credit with AWS; currently evee, Rosella Street and XstreamCompute are registered.
- As of 30 September 2024 there were:
 - 73 companies active in CBRIN Coworking, with 10 new companies joining the space.
 - 161 active members
 - 68 full-time memberships (dedicated desks), 58 part-time memberships (community desks), and 35 casual members.
 - Female members: 71 (44%)
 - Non-Binary members: 2 (1%)
 - CALD members: 52 (32%)

Companies working in the CBRIN Coworking Space this Quarter:

Adriana Voegeli ADS Solar Agape Amoux Company Angel Hellyer Augmented Intelligence Aratherm Bakesale Better Renting Beth Anne Baldwin Bianca Pavlic The Label Pty Ltd Bluebird Advisory Blueegg Blue Sky Digital Brain Changer Campus Plus Canberra Cyber Hub Canberra Dynamics Cybercy Decision Revolution Dentroid Disaster Science Drenlo Empact Group	Epicorp Ereflect Evaluate8 Sustainability Evee EVER Change and Communication Flexiphone FrontierSI Future Swirl GPN Vaccines Ltd Gridsight Grow Right Digital Haast Humaneer.app High-E Photonics HUUM Bio-reclamation Lanterne Lucy Pedley Bookkeeping MCi Carbon Mia Swainson Consulting MIIROKO Modern Methodologies Mude My Green Butler Numbers and Sense	Nurture Culture ORCT/Vici OD-AI Oscillo Labs Overflow Solutions OX Rooms Ozstream Pernille Aggerholm Consulting Polygon Energy Self Plus Plus Safe Synergy Shoelace Creative Siemens Mobility Tash Kelly Marketing Terria Pty Ltd The Health Horizon Traceably Veritas Group VenuBooka Vibe Dynamics Viortec WOTLink XstreamCompute Yarn Your Season
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NB: New companies who joined the space this quarter are displayed in **bold**. Companies 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 residents 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:

- [evee featured in Tractor Ventures](#)
- [Joel Dignam, founder of Better Renting was featured on Triple J's Hack Podcast](#)
- [MCI Carbon won a \\$14.5M grant from federal Carbon Capture Technologies program](#)
- [Empact Group won the Australian Women's Small Business Champion Award for New Business](#)
- [OD-AI were accepted into the very competitive Techstars Accelerator 2024](#)

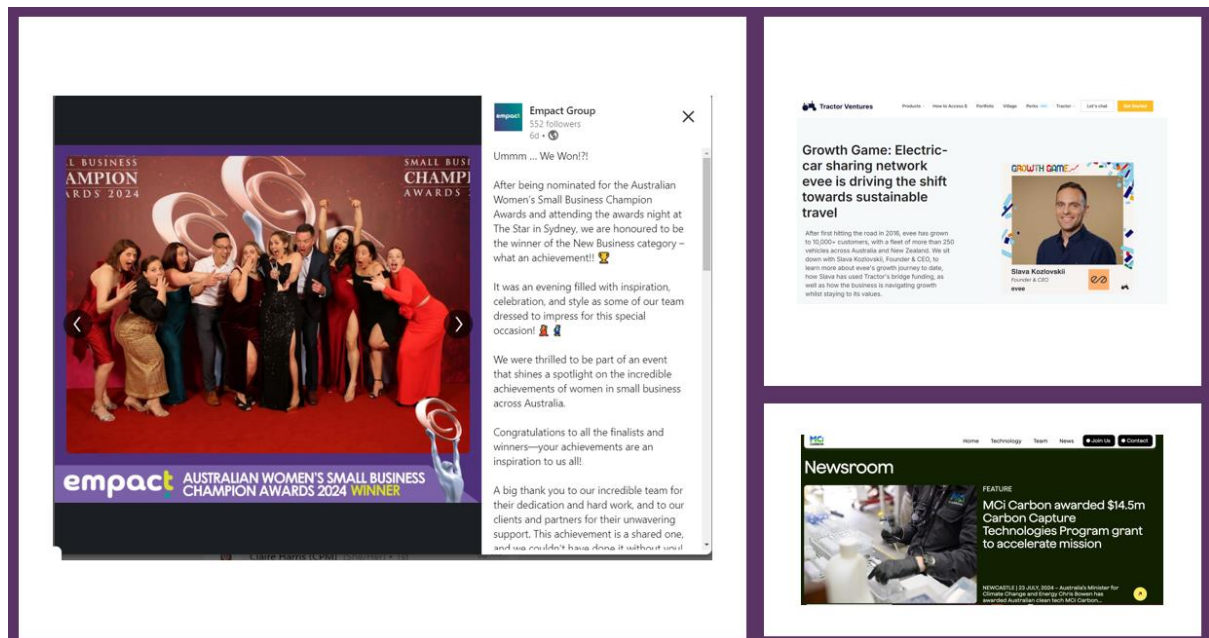


Image: collage screenshots from various websites showcasing CBRIN coworker wins

Coworking Network Connections

CBRIN builds 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 to access resources and training and FWA member discounts.

On 1 August 2024, CBRIN Team member Candace Rhind attended the Flexible Workspace Australia Conference in Melbourne and delivered a presentation on "Additional revenue

streams - Extra 10%". During the conference, Canberra SME Jaga was announced as winning the FWA Design Award.



Image: photo collage from Flexible Workspace Australia Conference

On 8 August 2024 CBRIN team visited Cicada Scaleup Space and Stone and Chalk Scaleup Hub in Sydney.

On 15 August 2024, CBRIN hosted the Canberra FWA Social Mixer with 6 attendees. Topics of discussion included challenges with expanding spaces, best practice, and current and future trends in coworking.

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 363

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 211 active subscribers with an average open rate of 40%.

Coworker Engagement with other CBRIN Programs

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

This quarter:

- The Growth Team had 15 Founder Conversations with coworkers
- 4 coworkers participated in Founders Collective
- 3 coworkers applied for the GRIFFIN Accelerator, 2 were shortlisted, and 1 accepted
- 4 coworkers participated in the Creative Connect Collaborative Event, and 1 coworker was on the panel
- 8 coworkers participated in the SME Breakfast
- 10 coworkers pitched at First Wednesday Connect
- GRIFFIN Teams started working in the space as part of the Accelerator.



Image: Photo of GRIFFIN Accelerator team ORCT celebrating being in the coworking space, posted on LinkedIn

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
6 August 2024	IP and Commercialisation	Joshua Mead and Imogen Francis, KWM	7



Image: photo IP and Commercialisation Lunch and Learn

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.

In July we held the always popular Xmas in July, with a Turkish banquet, games, trivia, and ugly sweaters.

In the first week of September CBRIN opened the space for Community Week, offering free coworking trials and a "bring a friend" offer, culminating in a Community Connect Morning Tea on Thursday 12 September 2024, coinciding with RU OK day. Later in the month we encouraged residents to team up and get outdoors for a light-hearted scavenger hunt.



Image: photo collage from Coworking Events

Date	Event	Participants
16 July 2024	Mid Year Catch Up with Croissants	6
30 July 2024	Xmas in July	39
28 August 2024	Community Morning Tea	34
12 September 2024	Community Connect/RU OK Morning Tea	16
19 September 2024	Pirate Scavenger Hunt around City West	12
24 September 2024	Community Morning Tea	26
Fortnightly on Fridays	Community Drinks x6	8-12 Average

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 First Wednesday Connect
- 192 attendees participated in 6 Launch Community events this quarter
- UNSW Hosted First Wednesday Connect in August
- There were 72 people with a UNSW Canberra or ADFA email address registered to attend CBRIN events

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

Collaborator	Company Description
	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.
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 have been named as finalists in the Defence Teaming Center's skilling 2024 awards
- Ascent attended and held a stall at the Land Forces International Land Defence Exposition.
- Ascent engineer Gennaro DeMarco was awarded Defence Innovator of the year at the Australian Defence Industry Awards
- Cognitive Advantage's product the Edge Spark was displayed at the Association of Old Crows.
- Fifth Domain was nominated for the Inclusion in Action award at the Fujitsu Cyber Security Services Awards.
- Fifth Domain sponsored and participated in the Industry Capability Network's 40th anniversary celebration.

- Infinity Avionics has launched its newest product the form of a powerful AI edge processor designed specifically for use in space called BRAIN
- Infinity Avionics successfully completed testing of its smart dual camera payload for space surveillance.
- Penten CEO Greg Barsby has been named co-chair of the AI group defence council
- Penten became a WORK180 endorsed employer for women.
- Skykraft participated in the Space Industry Association of Australia and Parliamentary Friends of Space reception.
- Skykraft announced a collaboration with NiuSky pacific limited to improve air traffic management over Papua New Guinea
- Viden attended and held a stall at the Land forces international Land Defence Exposition
- Viden COO Davina Mansfield won the Fujitsu Cyber Security Services - Cyber Leader of the Year award.

Monthly Community Newsletter

Stats	July 2024	August 2024	September 2024
Open Rate	41.8%	41.3%	32.6%
Click-through Rate	8.9%	9.8%	3.5%

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:

- UNSW Canberra Hosted First Wednesday Connect in August
- Charles Windsor of Cognitive Advantage and members of Skykraft's leadership team attended Scale Up Leaders
- Viden Pitched at First Wednesday Connect in August

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.

This quarter there were 192 attendances at Launch community events.

Total events for the quarter

	Events	Estimated Participants
July 2024	2	65

August 2024	2	95
September 2024	2	32

- Launch Monthly Connect hosted by Cognitive Advantage- 25 July 2024
- Winter Warmers – 30 July 2024
- Launch Monthly Connect hosted by UNSW – 29 August 2024
- Coffee Van – 09 September 2024
- Lunch and Learn hosted by IP Australia – 25 September 2024
- Launch Monthly Connect Spring Edition – 26 September 2024



Image: Photo collage of Launch Community events July – September 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
- This quarter - CBRIN employed two current ANU students to intern 2 days per week to assist Growth Team.
- 2 July 2024 - CBRIN met with Irene Lemon from ANU to manage HASS researcher engagement
- 2 July 2024 - CBRIN Hosted a steering committee for the MakersSpace Prototyping Voucher program with representatives from ANU, UC, CIT, and UNSW
- 3 July 2024 - CSIRO's ON Prime showcase was held in the CBRIN Events space
- 3 July 2024 - First Wednesday Connect was co-hosted by ACT Government
- 3 July 2024 - First Wednesday Connect featured an opening address by ACT Chief Minister, Andrew Barr MLA. The pitch list included a pitch from ANU's TechLauncher program
- 10 July 2024 - CBRIN met with Viraj Agnihotri from ANU around researcher engagement
- 11 July 2024 - CBRIN team met with Mike Hanauer from ANU to discuss further innovation initiatives in College of Engineering and Computer Science
- 18 July 2024 - CBRIN team met with Sarah Vallee from ANU School of Cybernetics to collaborate on another Research to Impact panel
- 22 July 2024 - CBRIN team provided a judge for Pitch Fest in the UNSW Peter Farrell Cup pitching competition
- 23 July 2024 - CBRIN hosted a stall at the UC Market Day
- 24 July 2024 - CBRIN team held a stall at the ANU Bush Week Market Day
- 25 July 2024 - CBRIN team met with UNSW Canberra to finalise details for First Wednesday Connect
- 26 July 2024 - CBRIN team intern pitched InnovationACT to 200 business students at ANU
- 26 July 2024 - CBRIN team and several CBRIN assisted companies participated in the Defence Trailblazer Showcase hosted by UNSW Canberra
- 29 July 2024 - CBRIN met with Carlos Kuhn from UC Open Source Institute to discuss potential industry partners
- 30 July 2024 - CBRIN team held a stall at the CIT Reid Market Day
- 1 August 2024 - CBRIN team held a stall at the CIT Bruce Market Day
- 2 August 2024 - CBRIN team met with Yuan Peng from ANU to discuss innovation angles for Sustainable design course
- 5 August 2024 - CBRIN Team presented to 26 UC staff at the UC Business School monthly meeting
- 6 August 2024 - KWM held a lunch and learn on leveraging the law for IP commercialisation for the CBRIN community
- 7 August 2024 - First Wednesday Connect was co-hosted by UNSW Canberra
- 7 August 2024 - First Wednesday Connect featured an opening address by Prof. Warrick Lawson, Associate Dean (Research) UNSW Canberra, as well as 6 pitchers from the UNSW Canberra community
- 20 August 2024 - CBRIN Team attended UNSW Future Defence & Security Expo

- 27 August 2024 - Confirmed Georgia Von Guttner, Industry and Innovation Lead at CIT, as an ICON Panel Member
- 10 September 2024 - CBRIN team attended ANU's Collaborative Salon
- 17 September - CBRIN team met with UNSW Canberra team for final preparations for the "Decode Your Future" bachelor of cybersecurity mini hackathon
- 28 August 2024 - InnovationACT judging panel included Lucy Johnston (UC), Andrew Neely (UNSW Canberra) and Lachlan Blackhall (ANU)
- 26 September 2024 - CBRIN team collaborated with UNSW Canberra to deliver their "Decode Your Future" bachelor of cybersecurity mini hackathon
- 4 referrals to KWM
- Early stage researcher & deep tech engagement:
 - ANU
 - o DeWet Lab
 - o Arash Araghi
 - University of Canberra
 - o Sunil George



Image: Photo of CBRIN Extended Team Meeting Wednesday 3 July 2024

Methodology

Participant Feedback

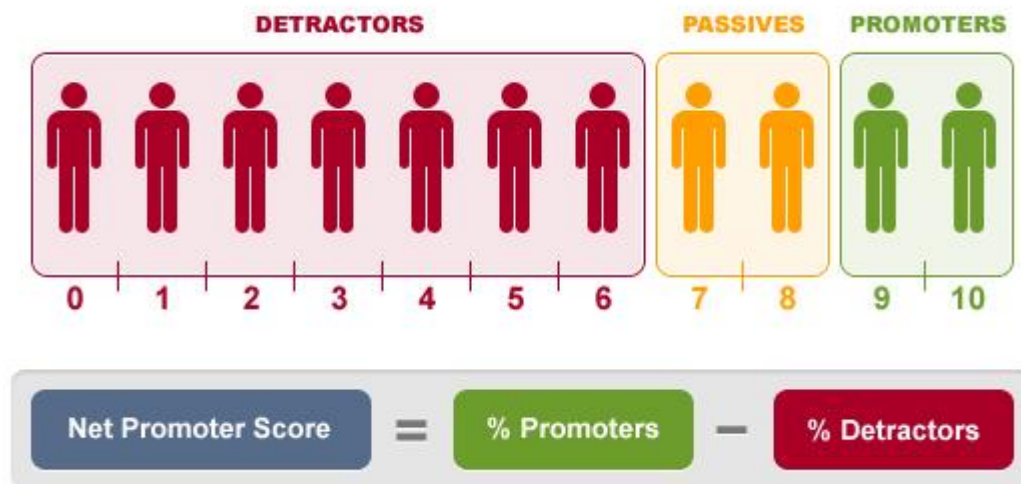
Wherever possible, the Canberra Innovation Network team seeks feedback from all program and event participants using a standard form. Questions include their rating of the event, what testimonial they would give and what aspect of the workshop or event they enjoyed the most. We report data and selected 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 OCTOBER – 31 DECEMBER 2024

ABN: 90 601 492 826

SUPPORTED BY





CANBERRA
INNOVATION
NETWORK

Quarterly Report Q2 2024-2025

Coworking



- 68 companies active at Level 5 coworking
- 6 companies active at Level 4 ScaleUp Hub
- 5 companies new across the two levels
- 42% Occupancy in the ScaleUp Hub
- 158 active members, of which
 - 59 Female members (37%)
 - 2 Non-Binary members (1%)
 - 49 CALD members (31%)

Engagement & Collaboration



- 79 events held this quarter
- 2,349 participants in those events, of which
 - 10 were Outreach events
 - 335 Audience in outreach events
 - 9 Pipeline events / 220 Audience
 - 12 Collaborative engagement events with 275 Participants
- 9 sectors engaged through collaborative innovation

Growth Programs



- 70 Innovation Conect Grant EOIs
- 21 ICON applicants shortlisted
- 8 ICON Grants awarded
- 80 Total Ventures Assisted, of which
 - 48 were beyond startup stage
- 128 Founder Sessions held this quarter
- 57 Mentors active this quarter
- 164 Aggregate mentor pool
 - 6 Teams in CSIRO ON Prime cohort of which
 - 4 Canberra-based ON Prime teams

Ecosystem highlights



- \$37.4 Million raised this quarter by companies in the CBRIN ecosystem
- \$236,500 in grant funding awarded through Innovation Connect Grant Program
- 613 registrations for the 2024 Innovation Showcase, making it the largest event for the year, and the second largest CBRIN event all time.
- ~\$200M added to ACT economy by CBRIN activities in 2024 and ~\$900M in first 10 years of operations according to PwC

MAJOR FUNDER, FOUNDATION MEMBERS AND CORPORATE GOLD PARTNERS



"All were great, one of the best Female Founders events I have attended. The panel approach with such experienced women was engaging. Great range of questions from the moderator." – Anonymous, Female Founders event attendee

"If you've got an amazing business idea and are wondering if it's time to take the plunge and start your business, you HAVE to attend the Idea to Impact Workshop. No matter your level of professional experience, you will learn so much from these interactive sessions. The presenters know their stuff and you'll not only learn from them, but you'll also learn from your peers attending the workshops. I've made some great connections over the past 10 weeks and I look forward to staying in touch with my new network of entrepreneurs." – Neville Braganza, Idea to Impact participant

"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

"I am not a super social part of the space but I do like that there is more community compared to a more cold/sterile space, even if it's just saying hi a bit and acknowledging people. Taking part in 'idea to impact' was good in this way to get more of a sense of what the CBRIN staff do and to share a bit more of my ideas with them." Joel Dignam, coworking resident

"Being a very new start-up, we were a late entry to host a stall at the event - registration was straightforward and set up on the day went really well. The event presented the opportunity for our team to have some really deep and promising conversations with other innovators and community representatives who resonated with the AI CoLab Alliance model." – Charity Rentsch, Innovation Showcase Attendee

"Thank you for your generous recognition, constructive feedback, and support. It was an honour." – Charity Gwese, SAPathon participant

"I was really impressed with the activity in the event. The audience was really interested in the vendors and in meeting each other. I also thought it was well run with a great accessible approach to the food and the presentations. The collaborative mural was a great touch, too." – Jessica Coates, Innovation Showcase Attendee

"Craig, just wanted to pass on a big thanks to you and Irene for the session this arvo. We found it very valuable. Also it's fascinating being on the receiving end of your advice for a change! We had a 2hr prioritisation session with 6 KPMG consultants that failed to achieve what you and Irene did for us in 1.5hrs." – Arthur Pappas, Nominal Systems (Growth Lab)

"Your insight and feedback was invaluable Kelly! Thanks again for making it a great learning experience." – Sona Gheevarghese, SAPathon participant

WORKPLAN 2024-25

Implementing the 2023-2028 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, networking and introductory events targeted at different audiences

KPIs
12 events, 1 InnovationACT
400 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, 150 intro meetings, 2 grant ICON funding rounds with \$400k+ deployed to 14+ ventures

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 150 events, 5,000 participants, 20 stories, 4 events for under-represented groups, 1 showcase, 10 external (intern., national, regional) engagements

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 and competitions, and a series of systemic collaborations

KPIs
12 events, 300 participations, 3 sectors

2.2 GROWTH PROGRAMS

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

Activities Mill House, Griffin, Scale Up Program, SME Program, Mentor & investor network, Mentor and investor connections

KPIs 40 ventures assisted p.a., 90 founder sessions p.a., 30 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
170+ co-workers in 50+ companies
20 connected events at hubs
Expansion to open ScaleUp & SME hub

2024 IMPACT REPORT

What is the economic impact and ROI in CBRIN?

This report was prepared by PwC Australia, it estimates CBRIN's economic impact and can be downloaded at www.cbrin.com.au/impact.

Stakeholder reported benefits

Increased skills & capacity

86%

Businesses realising at least 1 identified outcome

92%

CBRIN's impact was high/critical in achieving outcomes

53%

\$1 of ACT Government funding (cash) directly supported

\$53

of *direct* GSP over 2022-2024

equivalent to

\$320m

CBRIN's contribution to business outcomes

Validate & progress new ideas

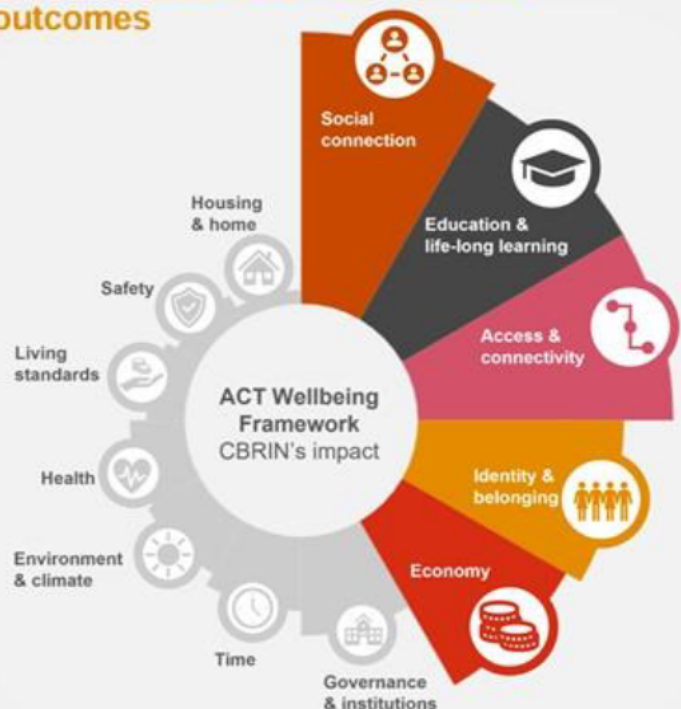
Think more commercially

Establish connections

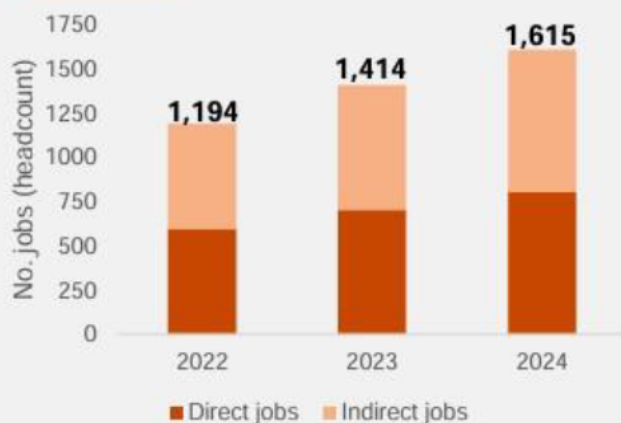
Ambition, purpose & vision

Manage a business

CBRIN's contribution to wellbeing outcomes



Employment impact by component (headcount)



GSP impact by component (\$2024, million)

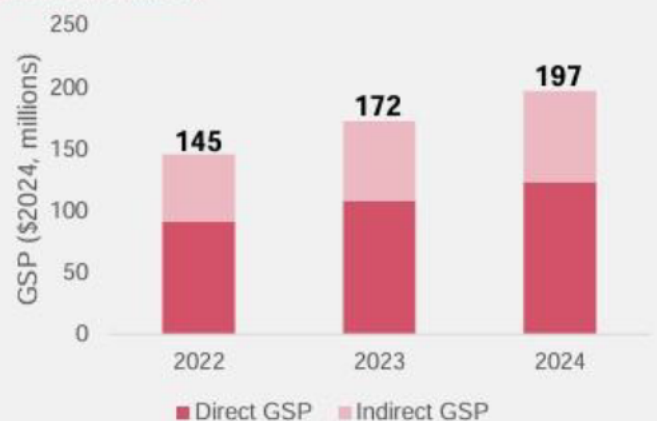


Table of Contents

INTRODUCTION	8
Q2 Performance: Executive Summary	9
Dashboard 2024-25	11
DIRECTION 1 INNOVATION CAPACITY BUILDING	12
Theme 1.1 Innovation Skills	12
Overview	12
2024 Kickstarter Challenge	13
Research to Impact Panel in partnership with AFRAN	13
TEDxCanberra 2024	14
ANU Entrepreneurship & Innovation Course – Pitching Workshop	15
Australian School of Entrepreneurship – Young Entrepreneur Sprint Canberra	15
Theme 1.2 Collaborative Innovation	17
Overview – Collaborative engagements	17
CIT Link: Integrating CIT Values	17
CBR Space Industry Breakfast.....	19
Department of Veteran Affairs Innovation Workshops.....	20
Czech and Australian Business Delegation.....	21
Other Collaborative Engagements	22
DIRECTION 2 ENTREPRENEURIAL CAPACITY BUILDING	28
Theme 2.1 Entrepreneur Pipeline	28
Events, Workshops and Programs Overview	28
SME Breakfast	29
Billion Dollar Panel with Craig Benson	30
Idea to Impact 10 Week Customer Challenge	31
Founders Collective	32
Intro Meetings.....	32
Innovation Connect Grants	33
CSIRO ON Prime 16.....	36
Theme 2.2 Growth Programs	39
Overview	39
The Mill House Ventures Limited.....	40
Founder, Mentor, and Outreach Conversations	41

Mentor Network Activation	42
GRIFFIN Accelerator	44
Business Accelerator.....	45
Scaleup Program	47
Selected ecosystem company updates	48
DIRECTION 3 PLACEMAKING.....	51
Theme 3.1 Ecosystem Engagement	51
Overview	51
Media & PR.....	52
Video, Photo, Web & Design	52
Region Media Engagement Metrics	53
Pure PR Engagement Metrics	53
Innovation Station	53
Paid Advertisement Insights	53
Social media insights	54
Top Performing Organic Posts	55
Weekly Newsletter Statistics	55
Website performance	56
Events & Engagement	56
Regional, National and International Engagement.....	61
Other Event Support & Engagement.....	62
Impact Report	63
Theme 3.2 Innovation Hub(s).....	64
Coworking at Canberra Innovation Network.....	64
UNSW Canberra Launch on Northbourne	71
Foundation Member & Partner Engagement.....	75
Methodology.....	77
Participant Feedback	77
Net Promoter Score	77
Registration and Attendance	77

INTRODUCTION

This quarterly report presents the activities, achievements, and details relevant to the Canberra Innovation Network's approved 2023-2028 Strategic Directions and 2024-25 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.

Q2 Performance: Executive Summary

This reporting period covers the quarter starting 1 October 2024 and ending 30 December 2024.

- This quarter ending 31 December 2024, CBRIN continued to experience growth in engagement numbers, celebrated its 10th anniversary, opened the new Scale Up / SME hub and finalised its impact report looking back at the past decade. This all happened while CBRIN continued to deliver cornerstone events and programs as a key partner to ACT Government and our Foundation Members and sponsors contributing to innovation-led economic development of the ACT.
- Companies within the CBRIN ecosystem raised an impressive \$37.4 million this quarter, reflecting ACT's ability to attract investment and scale ventures. The Innovation Connect Grant Program continued to fuel our pipeline, with the independent panel awarding \$236,500 in funding to support 8 high-growth potential innovation projects. To close the year, the 2024 Innovation Showcase held in Fitzroy Pavillion at Epic attracted 613 registrations, making it not only the largest CBRIN event of the year but also the second-largest event in CBRIN's history.
- Overall, CBRIN's activities contributed \$197 million to the ACT economy in 2024, having created over 1,600 jobs both directly and indirectly, and contributing nearly \$900 million to GSP over our first decade of operations. If we extrapolate the PwC projections, we can confidently claim that the aggregate economic contribution of CBRIN will reach \$1B before the end of this financial year.
- CBRIN's hosted 79 events this quarter engaging 2,349 participants across diverse formats and audiences. Outreach events (10 held this quarter) addressed audience of 335 attendees, entrepreneur pipeline events (9 held this quarter) focused mainly on early-stage entrepreneurs and attracted 220 participants. Collaborative engagement events saw 275 individuals working together across 12 sessions to address challenges across different sectors. In total, nine distinct sectors were engaged this quarter in line with CBRIN's philosophy to drive innovation through cross-industry collaboration.
- Growth programs remained a cornerstone of CBRIN's ecosystem support. The ICON Grant Program received 70 Expressions of Interest, with 21 applications

shortlisted and 8 grantees selected for funding by an independent panel in a process co-chaired by CBRIN and ACT Government.

- Beyond funding, 80 ventures directly benefited from CBRIN's assistance this quarter, including 48 that are operating beyond the startup phase. Founders continued to be a key focus for CBRIN, with 128 founder sessions held this quarter providing one on one direct support to entrepreneurs. CBRIN's mentor network also remained active, with 57 mentors engaged from a pool of 164.
- Coworking at CBRIN continued to expand this quarter with 68 companies active on Level 5 and 6 companies utilising the new ScaleUp and SME Hub on Level 4. Five new companies joined this quarter, bringing the ScaleUp Hub to 42% occupancy at the end of the reporting period. Across all coworking spaces, 158 members were active, including 59 women (37%), two non-binary members (1%), and 49 culturally and linguistically diverse members (31%).
- Across CBRIN social media channels, we were reaching an exceptionally high combined audience this quarter: 193 thousand individuals who experienced 253 thousand impressions of our content. Our combined following on key social media channels (Facebook, Instagram and LinkedIn) is now over 16 thousand with approximately 2.6% growth on last quarter. Our natural audience of combined social following plus unique active newsletter subscribers was at 22,328 at the end of this quarter. CBRIN have also invested in Public Relations having achieved coverage across major media outlets including ABC Radio, Startup Daily, Women's Agenda, Smart Company, WIN News, Allhomes, Canberra Times, MIX 106.3 and Region Media. The total exposure of the 15 unique stories and 19 pieces of coverage is estimated to reach close to 100k readers.

CBRIN's achievements this quarter reflect our growing ecosystem that drives real economic and social value creation built on collaboration, innovation, and access. As the network continues to scale its impact, it remains one of the key forces shaping the ACT's innovation landscape.

Dashboard 2024-25

Theme	Unit	Q1	Q2	Q3	Q4	YTD	Target
SKILLS	1.1 Events	17	10			27	12
	1.1 Participants	900	335			1,235	400
	1.1 InnovationACT	1	0			1	1
COLLABORATION	1.2 Events	5	5			10	12
	1.2 Participants	158	167			325	300
	1.2 Sectors engaged	8	9			13**	3
PIPELINE	2.1 Participants	248	220			468	200
	2.1 Intro Meetings	91	55			146	150
	2.1 ICON Rounds	0	1			1	2
	2.1 ICON Funds Deployed (\$)	0	236.5k			236.5k	\$400k
	2.1 ICON Grantees	0	8			8	14
GROWTH	2.2 Ventures Assisted	63	80			106**	40
	2.2 Founder Sessions	126	128			254	90
	2.2 Engaged Mentors	77	57			90**	30
ENGAGEMENT	3.1 Events	64	79			143	150
	3.1 Participants	2,304	2,349			4,653	5,000
	3.1 Stories	7	12			19	20
	3.1 Events for under-represented	2	1			3	4
	3.1 Showcase	0	1			1	1
	3.1 External engagement	7	5			12	10
INNOVATION HUBS	3.2 Coworkers	161	158			161	170
	3.2 Companies	73	74			74	50
	3.2 Events at innovation hubs	17	21			38	20
	3.2 Scale Up & SME Hub Expansion	1	0			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.

The core activities CBRIN focuses on under this direction include (1) the development and delivery of events that introduce innovation and entrepreneurship to the community through outreach, (2) facilitation of collaborative innovation engagements, (3) partnering with educational institutions, industry, government and non-government partners for industry- and community-focused innovation and entrepreneurship activity.

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.

CBRIN works with Foundation Members (FMs) and partners to participate in and co-deliver innovation and entrepreneurship events and activations with the aim to reach more broadly into the community. This includes events for people who don't identify as entrepreneurs. The activity formats include introductory innovation skill workshops and outreach presentations, webinars, drop-in sessions on campuses or partner sites and contributions to and support of programs delivered by others.

The activities are designed to stimulate interest of the participants in innovation and entrepreneurship, especially in groups not yet deeply involved in the ecosystem. Students, researchers and staff of academic and government agencies but also corporates and community organisations are targeted through these activities.

Outcomes: Enhanced innovation skills and better awareness of the ACT innovation ecosystem in the community and within FMs, more researchers and students engaging with entrepreneurship & innovation.

Overview

In Q2 2024/25 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
Australian School of Entrepreneurship – Young Entrepreneur Sprint – Workshop 1	6 October	21
Kickstarter Challenge 2024 – Accelerating Women – Judge	9 October	70
Agrifood Innovation Institute – Biology in the Workplace Talk	10 October	40
Research to Impact Panel in partnership with AFRAN	10 October	35
ANU Entrepreneurship & Innovation Course – Pitching Workshop	24 October	35