Microenterprise Development
Australia
Leigh Coleman, CEO
Our vision of Australia is a place where all people, including Indigenous men and women, have access to support and finance for business aspirations.
Our Story

• We developed from an international development organisation: Opportunity international

• Ran a series of Pilot Programs from 2001-2006

• Developed a new approach to microenterprise development to suit the Australian context.

• Established as a stand alone organisation in November 2007

• Started the first operations in Northern New South Wales, intending to develop a National Program
Establishing & fostering of very small commercial activities in the local market place.

Provision of financial & non-financial assistance to stimulate and develop grass roots economy.

National Strategic Partners

- Client relationship management, loan decisioning
- Loan funding and system
- Smooth transition from MRO to ICAS
- Access to Westpac’s Financial Education programs

Infrastructure support in:
- HR
- Finance
- IT & T
- Procurements
- Legal

- Microfinance best practice
- Partners supporting marginalised people and communities internationally
Harsh Reality

- 520,000 Indigenous Australians
- 68% live in regional and remote Australia
- 250,000 working age Indigenous people, average unemployment of 47%, welfare culture
- Lower life expectancy, poorer health, lower education attainment, less opportunity to work
- Indigenous people 5 - 15 times less likely to have own business
What is Microenterprise Development?

- Establishing & fostering of very small commercial activities in the local market place.
- Provision of financial & non-financial assistance to stimulate and develop grass roots economy.
- Creation of jobs, income & assets amongst marginalised sectors of an economy or community.
- Achievement of financial & social benefits for individuals, families & communities.
Why is Many Rivers Different?

We go where we are invited
By the community and funding organisations

We are very practical
We focus on what needs to get done to get the business activity going, addressing personal and business readiness

Our approach is personalised
Driven by individual needs and goals. We spend time to unlock concerns and establish confidence and trust

We provide a “real loan with a real bank”
Through our relationship with Westpac, we provide trust based lending, no collateral. We provide fast loan disbursement

We “ride the bumps”
As the client’s business starts and develops

We live and work in the region
Providing micro/small business development support in the community

We collaborate and work in partnership
With good existing service providers

Our Approach
Local Enterprise Development, Practical Business Support, Access to Finance, Journey with People
Business & Personal Readiness

PERSONAL READINESS

Confident and Committed

Eager, with Personal Concerns

Unsure and Apprehensive

BUSINESS READINESS

Business Idea

Business Preparations

Business Ready to Start

Provide capital if required
Real Clients, Real Business

- Vegetable Distributor - Purchase of cool room
- Landscaping - Purchase materials
- Clothing Design - Purchase of materials
- Mobile Food Catering - Mobile food equipment
- ‘Play Your Didgeridoo’ DVD - Purchase stock
- Roof Tiling - Equipment and tool
- Carports and Awnings - Purchase business
- Dog Grooming - Equipment and supplies
- Art and Textiles - Purchase supplies
Achievements to Date

Field Officers

- 10 Field Officers in 8 locations

Locations

- North Coast, NSW; Hunter NSW; Western Sydney; Moree NSW; Pilbara WA; Kimberley WA; Goldfields WA

Loans distributed

- 146
- Over 92.2% repayment rate to date

Business sustainability

- About 50% of businesses supported achieve material and sustainable improvements in their business, comparing income, assets, employment and business sustainability pre and post loan. Other businesses achieve some improvements as they repay their loans
MANY RIVERS NATIONAL PROGRAM

By 2015…

**Regional Centres**
- Current Operation: 17
- Future Office: TBA

**Field Officers**
- Current Office: 40
- Future Office: TBA

**2011/2012**
- Micro Enterprises Established: 1,900
- Jobs Created: 2,500

**Welfare Savings (pa)**
- $15.0m
Outcomes

Many Rivers sets out to achieve the following outcomes:

• Empowering individuals to establish micro and small businesses;

• Supporting business development to broaden the local economic base, helping to build a sustainable local economy;

• Increasing disposable income to purchase household needs;

• Helping to improve communication between industry and Indigenous communities;

• Contributing to improvement of social outcomes, including health and education; and

• Over time, reducing clients reliance on welfare
## Key Performance Indicators

<table>
<thead>
<tr>
<th>Field officers</th>
<th>capacity</th>
<th>BUSINESSES SUPPORTED ANNUALLY</th>
<th>SUSTAINABLE BUSINESSES ESTABLISHED</th>
<th>JOBS CREATED</th>
<th>MICROFINANCE PROVIDED</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Field Officer</td>
<td>1 field officer</td>
<td>15</td>
<td>7</td>
<td>9</td>
<td>$60,000 p.a.</td>
</tr>
<tr>
<td>2 Field officers</td>
<td>1 regional centre</td>
<td>30</td>
<td>15</td>
<td>20</td>
<td>$120,000 p.a.</td>
</tr>
<tr>
<td>40 Field Officers</td>
<td>National program</td>
<td>600</td>
<td>300</td>
<td>390</td>
<td>$2.4 Million p.a.</td>
</tr>
</tbody>
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Board & Management

Board:

Peter Cadwallader (Chairman) - Business leader/owner in finance and shipping, long term supporter of microfinance through Opportunity International, founding supporter of Many Rivers.

David Bussau - Founder of Opportunity International Australia (OIA), leader in microenterprise development for 30+ years, Senior Australian of the Year (2008)

Ross Hawkey - CFO of listed company, formerly CFO and CIO of Mission Australia.

Lincoln Hopper - Part of the Executive Leadership Team of Mission Australia as the Executive Leader of Community Services.

Terry Winters - Terry founded Link Telecommunications led the creation of Optus Communications, and has extensive experience in organisations that help people.

Management:

Leigh Coleman (CEO and Board) - Microfinance implementation leader for 30+ years, including 20 years as OIA's Asia Regional Director.

John Burn (COO) - 20+ years in commercial banking, 10 years across a range of senior leadership roles

David Bagheri (WA State Manager) - 7 years community development leadership working with Indigenous people.
Thank you

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