



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**

MANYRIVERS

The logo for MANYRIVERS features the word "MANYRIVERS" in a blue, serif, all-caps font. Below the text are three stylized, flowing blue lines that resemble waves or a river, curving from left to right.

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



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
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Mission Australia

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

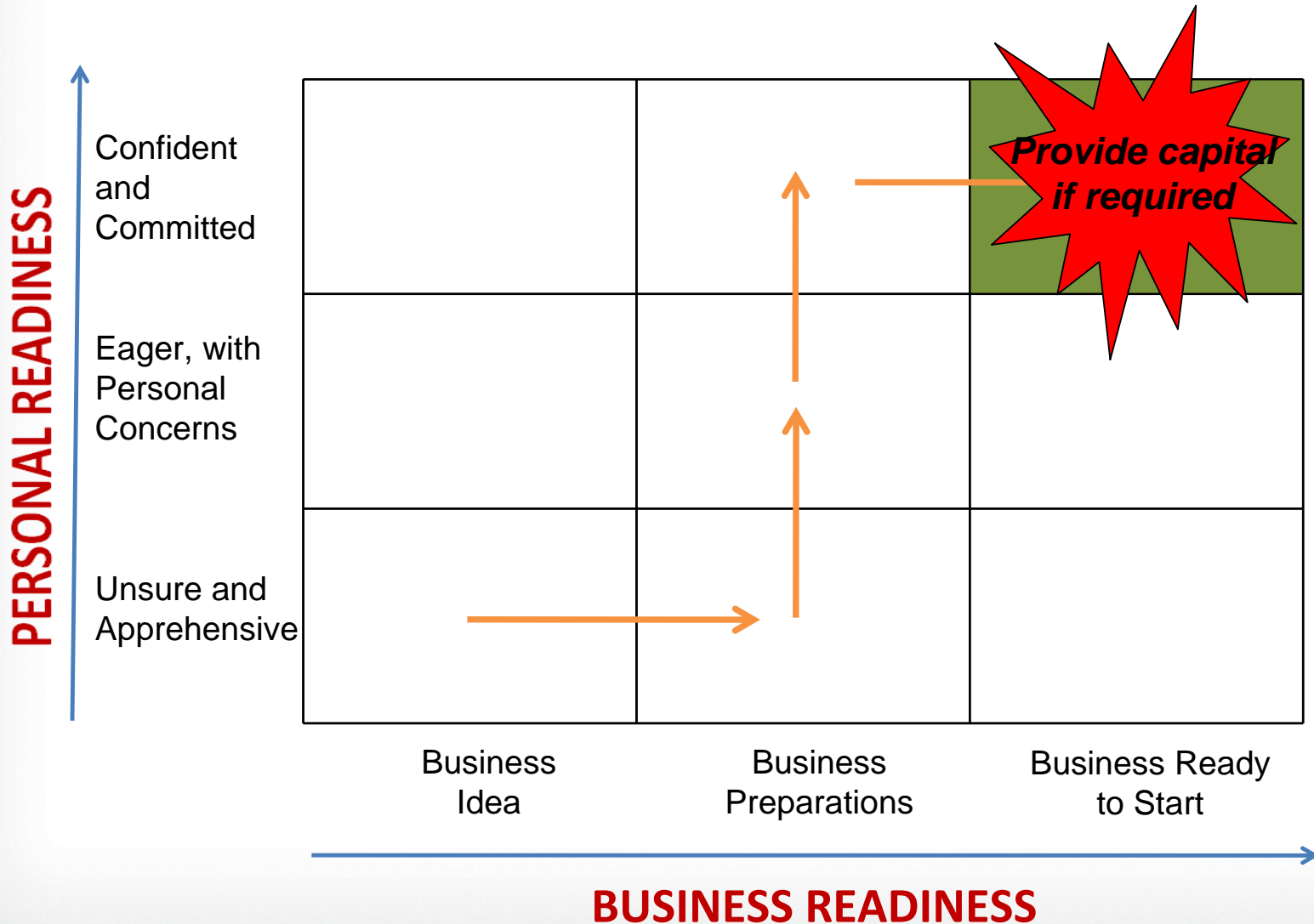
We collaborate and work in partnership

With good existing service providers

Our Approach

Local Enterprise Development, Practical Business Support, Access to Finance, Journey with People

Business & Personal Readiness





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

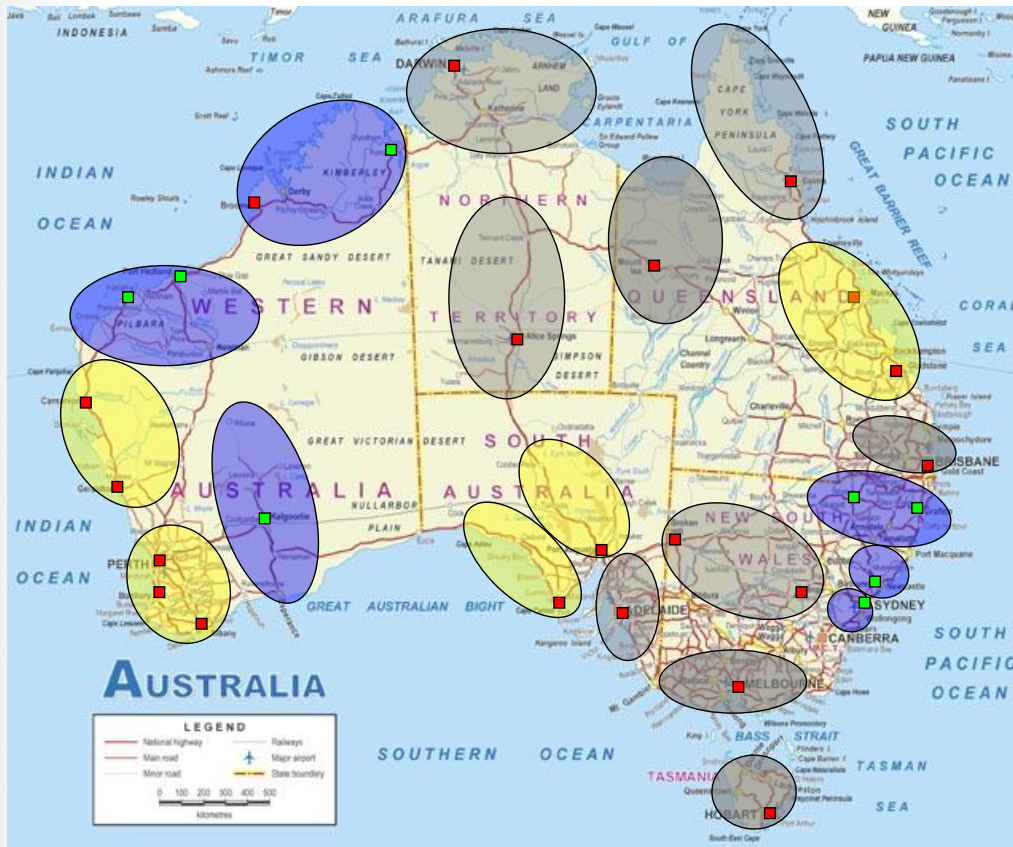
Loans distributed

- 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

Regional Centres 17

Current Operation



Field Officers 40

2011/2012



Micro Enterprises Established 1,900

TBA



Current Office



Jobs Created 2,500

Future Office



Welfare Savings (pa) \$15.0m

Many Rivers Partnerships

WESTERN AUSTRALIA

Pilbara:



Goldfields:



Kimberley:



WA General:



NEW SOUTH WALES & OTHER



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

Field officers	capacity	BUSINESSES SUPPORTED ANNUALLY	SUSTAINABLE BUSINESSES ESTABLISHED	JOBS CREATED	MICROFINANCE PROVIDED
1 Field Officer	1 field officer	15	7	9	\$60,000 p.a.
2 Field officers	1 regional centre	30	15	20	\$120,000 p.a.
40 Field Officers	National program	600	300	390	\$2.4 Million p.a.



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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