

Funding Recipients

Organisation	EIR	Funding	Project Description
<u>United Co.</u>	<u>Andre Eikmeier</u> , Co-Founder of Vinomofa	\$28,000	Through this program, startups at United Co have the opportunity to learn directly from the Co-Founder of one of Australia's fastest-growing companies and an international leader in innovation, disruption and culture. Andre Eikmeier of Vinomofa will deliver workshops weekly office hours and a major event over month at United Co, a newly established coworking space in Fitzroy. Vinomofa launched in April 2011 from a little garage in Adelaide has since grown quickly and profitably to a rate of over \$50m revenue, 450,000 members and a team of over 100.
<u>Eastern Innovation Business Centre</u>	<u>Dr. Zivit Inbar</u> , Founder and CEO of DifferenThinking	\$25,000	Since 2015 the Eastern Innovation Business Centre (EIBC) has been supporting startups corporate innovators in Melbourne's South-East and East to develop new products and services for commercialisation and providing opportunities to learn, exchange ideas and collaborate. The EIBC's Expert-In-Residence (EIR) program will be delivered by Dr Zivit Inbar, CEO and Founder of DifferenThinking. Run over 6 weeks the program will include events, workshops mentoring on topics such as IGOs and growth

funding, VCs, angel investment, accelerator programs, trade missions and pitching skills

The Commons

Oscar McLennan,
Investor and
Startmate
Mentor

\$25,000

This Expert-in-Residence (EIR) mentoring program will be delivered by Oscar McLennan, Investor and Startmate Mentor at The Commons in Collingwood. Run over 3 months, small group or 1:1 mentoring sessions will be tailored and focus on the most significant challenges facing startups. Topics may include: investment readiness, telling your startup story, go-to-market strategy, product strategy, hiring and firing, traction and sales growth, traction channels, business measurement and accelerator programs.

Launching 3 years ago, The Commons has 4 locations and supports over 500 residents with over 70% of businesses experiencing growth since joining and over half having collaborated together.

Happy Spaces

Ruy Lopes De Barros, Impact and Innovation Manager, Flying Rhino

\$25,000

Happy Spaces is a growing network of local community coworking spaces. With locations in Black Rock and Hampton supporting over 80 members, Happy Spaces focuses on cultivating collaboration, innovation and education in suburban areas.

This Expert-in-Residence (EIR) program will be delivered by Ruy Lopes De Barros, Impact and Innovation Manager, Flying Rhino. Ruy has been working on innovation and entrepreneurship in Brazil and abroad for a number of years. The program will be run over 3 months and include

talks, workshops and mentorship. There will be a focus on facilitating global connections members and the broader Victorian ecosystem

One Roof
Coworking

Kate Kendall, \$25,000
Founder and
CEO of
CloudPeeps

One Roof is Australia's leading coworking space for women-led businesses. Home to 85 businesses totalling 155 members and an online community of 15,000+ One Roof is the home of community, support and innovation from its Southbank location. The One Roof Expert-ir Residence (EIR) program will be delivered by Kate Kendall, a global tech entrepreneur, community builder, and advisor with a decade of experience. Kate founded investor-backed marketplace CloudPeeps, event-discovery platform The Fetch and Freelance Friday community.

The EIR program will include a 12-week pre-accelerator startup pilot program for early-stage female founders. The program will help female founders launch products and position themselves for future accelerators and funding. The program will be open to members and the wider Melbourne founder community.