



David Pearson

Executive Director

DON DUNSTAN FOUNDATION

INSPIRING ACTION FOR A FAIRER WORLD



Flinders
UNIVERSITY



THE UNIVERSITY
of ADELAIDE



- The Thinkers Program
- The Purpose Economy
- Business Model Innovation
- Scale
- Change
- Technology
- Millennials
- Impact Investments & Measurement
- Community Colleges Australia

DONDUNSTANFOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD



Thinkers in Residence Program

26
Residencies

24
Government
(SA)

2
Don Dunstan
Foundation

\$200 **Mil**

New program
investment
between 2003 & 2013



2017

MAY	JULY	SEPTEMBER	NOVEMBER
Allyson Hewitt VISIT 1	Suzi Sosa	Allyson Hewitt VISIT 2	Vic Strecher

2018

Ilse Treurnich	Specialist Thinker	Allyson Hewitt FINAL VISIT
----------------	--------------------	-------------------------------

DONDUNSTANFOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD



Social Capital Residencies



11

Roundtables



54

Presentations
& Meetings



5

Public forums

Engaged with
1,212
People

3

Weeks in
Adelaide

9

Local site
visits



51

Organisational Partners in
Social Capital Residencies



Social
Services



Education



Health



Creative



Tech



Professional
Services

DONDUNSTAN FOUNDATION

INSPIRING ACTION FOR A FAIRER WORLD



Flinders
UNIVERSITY



THE UNIVERSITY
of ADELAIDE

Partners in the Process

Presenting Partners



Major Partners



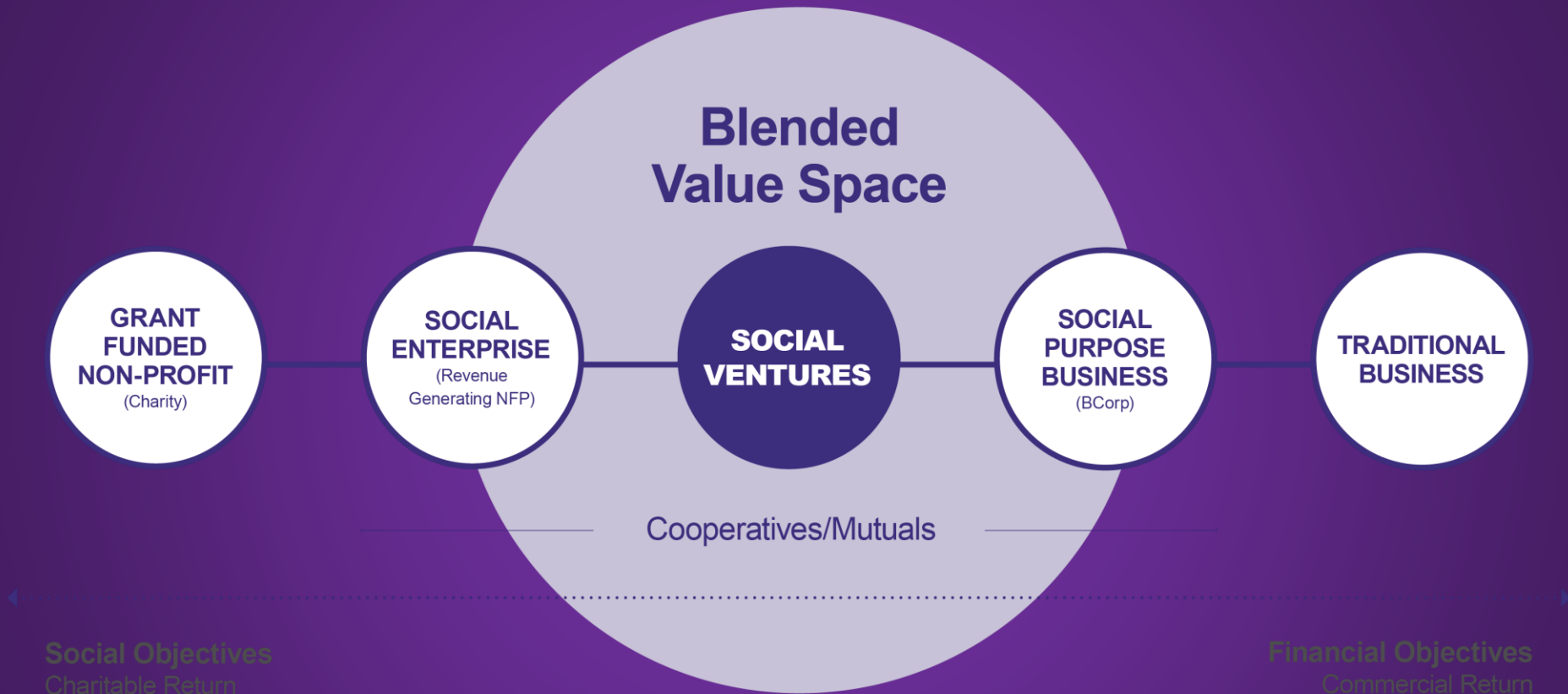
Residencies Partners



Contributing Partners



The Purpose Economy



DON DUNSTAN FOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD

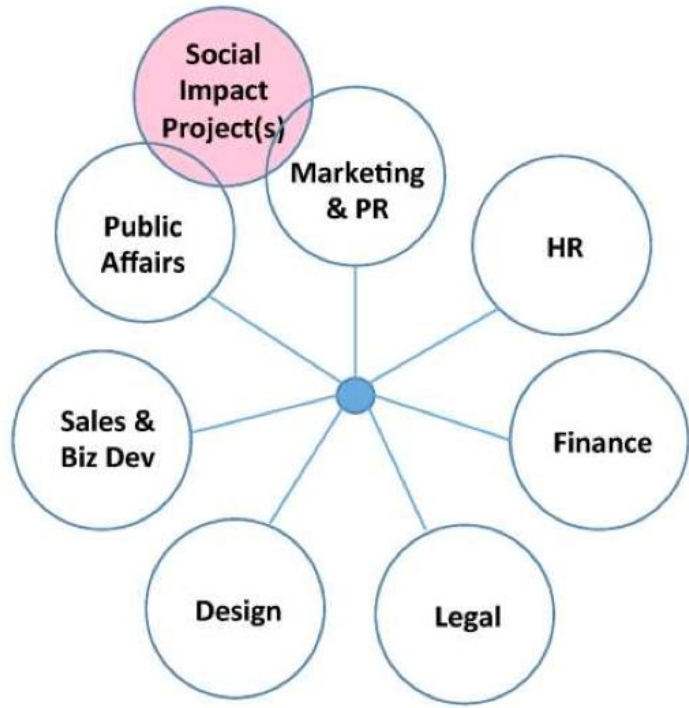
Bussiness Model Innovation

- From
 - Profit or Purpose
- To
 - Profit + Purpose

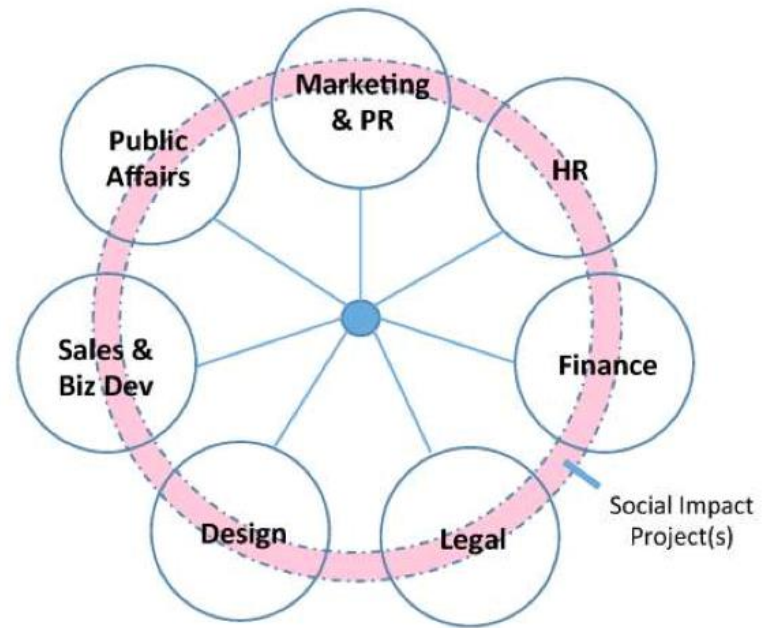
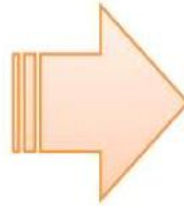
DON DUNSTAN FOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD



Shared Value



BEFORE



NOW

DONDUNSTANFOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD

Social Enterprise - Case study



DONDUNSTAN FOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD

WHAT IS SOCIAL INNOVATION?

SOCIAL IMPACT

- Evidence-based programming
- Driven by moral obligation
- Avoid risk
- Avoid failure
- Consensus-oriented
- Limit expenditures on “infrastructure and overhead”
- Typical structure: not-for-profit
- Primary funding sources: public funding and philanthropy

SOCIAL INNOVATION

- Seek exponentially better solutions
- Accept risk and failure inherent in innovation
- Support experimentation, question everything, open to disruption
- Invest in talent and infrastructure
- Explore new business models (earned revenue)
- Tap into new funding sources

DONDUNSTANFOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD



Social Innovation

NEED BURDEN	→	OPPORTUNITY STRENGTH
SYMPTOMS	→	SOLUTIONS
FUNDRAISING	→	FINANCING
INDIVIDUAL PROJECTS	→	MULTI-SECTOR PLATFORMS
GROWTH	→	SUSTAINABILITY
INCREMENTAL CHANGE	→	SYSTEMS CHANGE
MINIMUM COSTS	→	TRUE COSTS

DON DUNSTAN FOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD



Laws & policy

Changing institutions
at the level of policy,
rules & laws.

UP

Scale

Cultural roots

Changing relationships,
cultural values & beliefs,
“hearts & minds”.

OUT

**Scale
Impact**

Greater numbers

Replication and dissemination,
increasing number of people or
communities impacted.

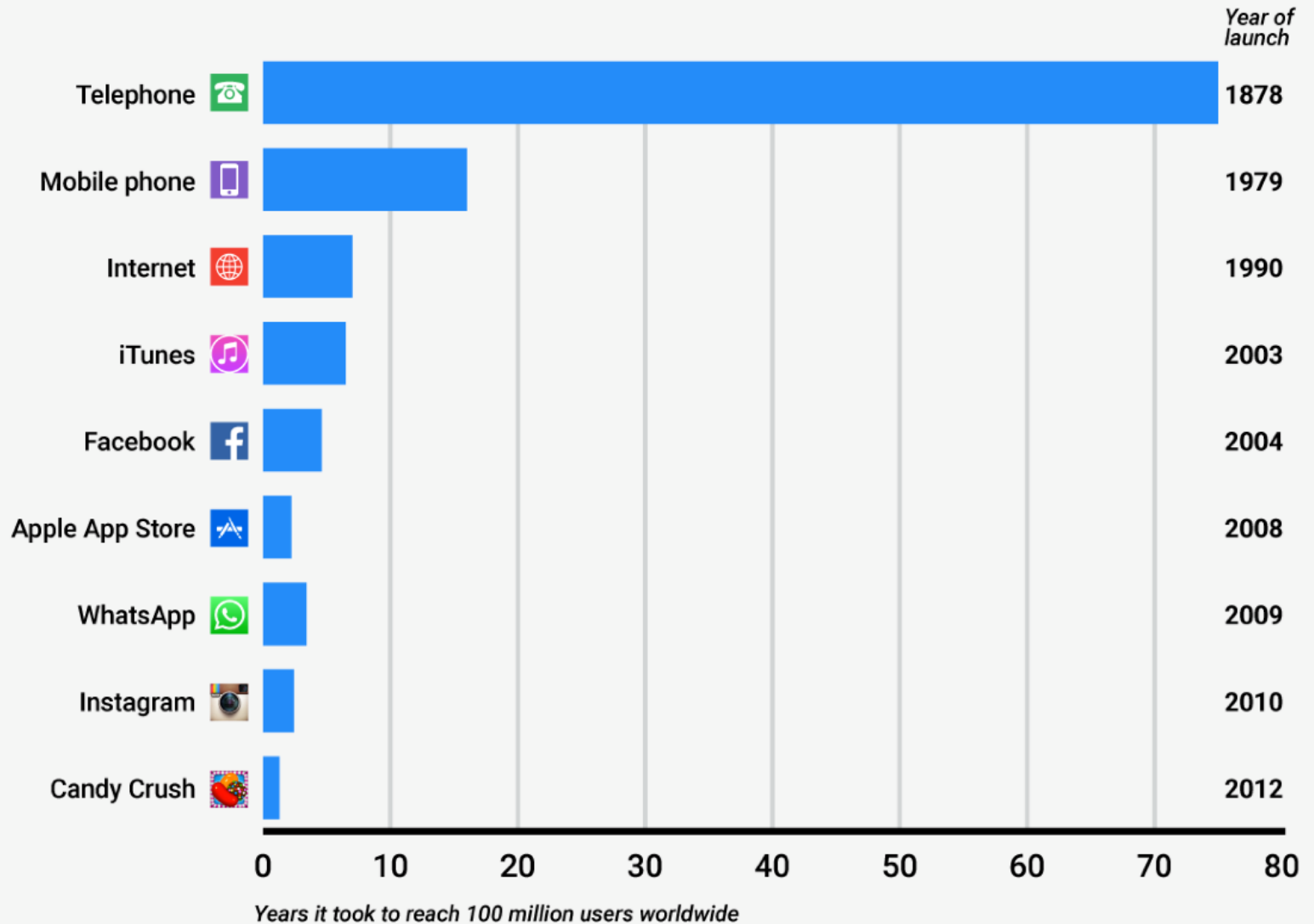
DOWN

DON DUNSTAN FOUNDATION

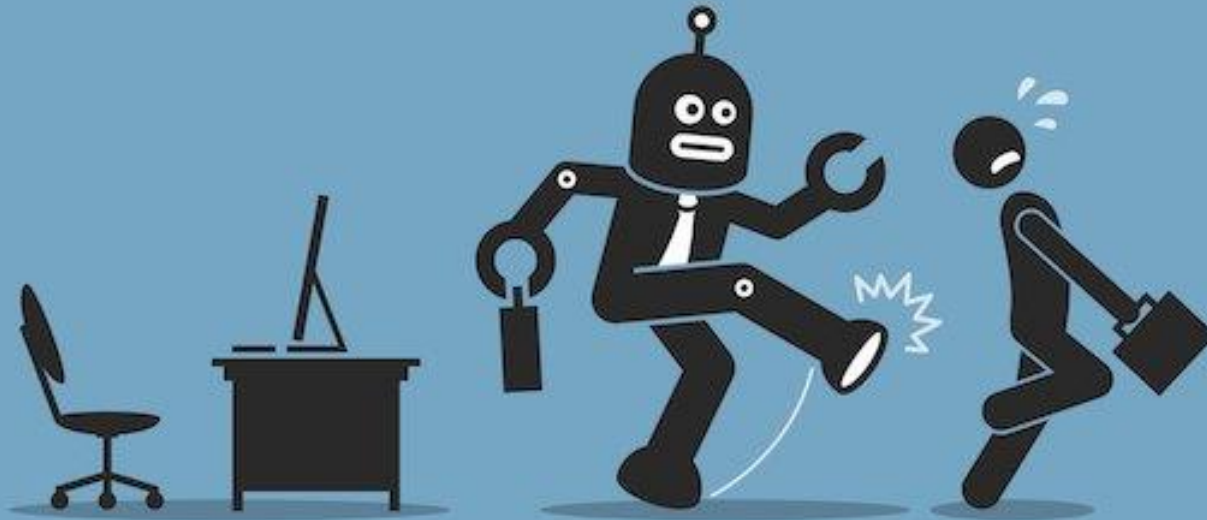
INSPIRING ACTION FOR A FAIRER WORLD

Change

HOW MUCH TIME IT TOOK TO REACH 100 MILLION USERS WORLDWIDE



Technology



DON DUNSTAN FOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD



Millennials

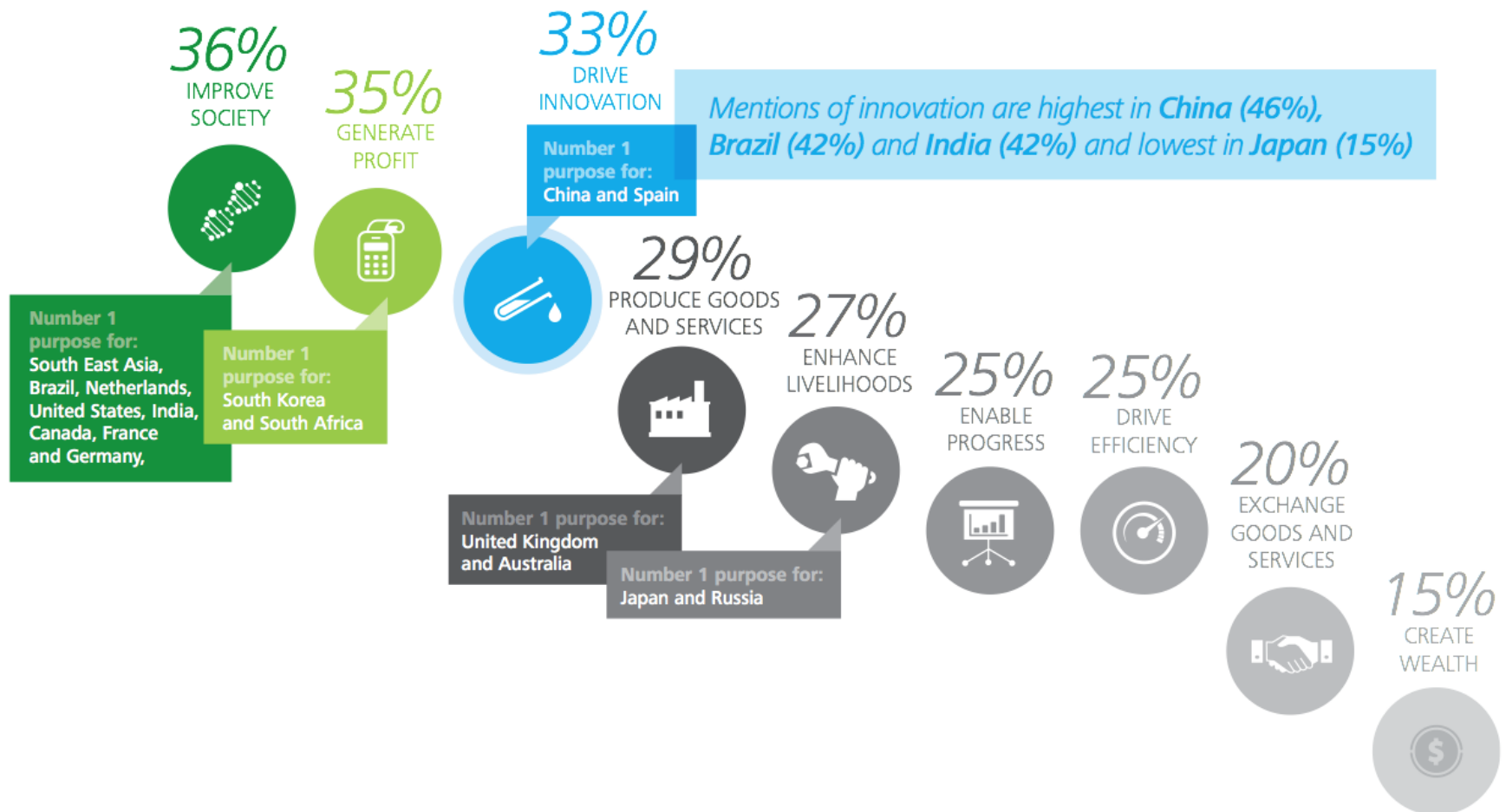
Willingness to Work for On-demand Employment Opportunities



Source: Addison Group 2016 Workplace Survey Results, Edelman Intelligence

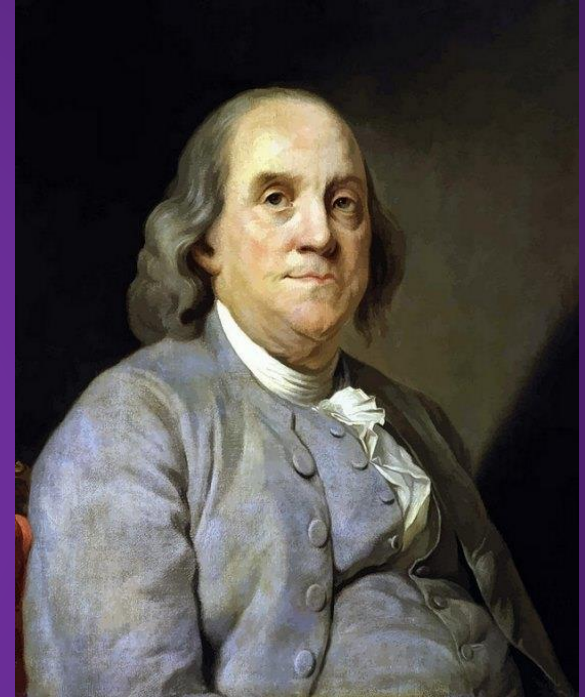
DON DUNSTAN FOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD

Millennials and Bussiness



Impact Investing

- "An investment in knowledge pays the best interest." - Benjamin Franklin



DONDUNSTANFOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD



Impact Investing - Case Study

The Aspire SIB structure



DON DUNSTAN FOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD

Impact Investing - Measuring what matters

The Aspire SIB structure

Performance scenario	Underperform	Below target	Target	Above target	Outperform
Estimated Investor Returns ¹	Approx 50% loss of capital	4.5% pa	8.5% pa	12.0% pa	13.0% pa
Participant outcomes (% reduction in services)					
- Hospital bed days	5%	10%	15%	20%	25%
- Convictions	5%	10%	15%	20%	25%
- Crisis accommodation periods	15%	40%	50%	60%	67%

DONDUNSTANFOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD



Opportunities

- Define your purpose
- Strengthen your cross sectoral work
- Unlock Impact Investment capital
- Measure what matters
- Develop new business models

DONDUNSTANFOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD



Questions - How can you stand out?

- What does the purpose economy mean for Community Colleges that define themselves as 'not for profit'?
- How do Community Colleges move from impact to innovation?
- What does scale look like for you?
- How are you responding to the increase the pace of change.
- Are you meeting the needs of all generations?
- Would impact investing work with Community Colleges?

DONDUNSTANFOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD



- Thank you
- www.dunstan.org.au
- david.pearson@adelaide.edu.au
- 0437 310 239

DON DUNSTAN FOUNDATION
INSPIRING ACTION FOR A FAIRER WORLD

