



Action Project Reference: 06-01

Organisation: The Fusion HUB

### Action Project Proposal:

“Create a standard funding proposal/pitch document/investor presentation”

### Who Are The Fusion HUB?

The Fusion was founded in 2016. It was born out of Sagufta Janif’s desire to provide a solution to Fiji’s growing waste problem, to create a sustainable Fiji and to contribute to the economic empowerment of Fijian women and youth. The first aspect of our social enterprise is that we take in waste materials, like old tyres, discarded construction materials, textile waste, plastic and glass bottles and old broken furniture, and we transform them into modern, artistic, handcrafted furniture pieces. To scale impact, we provide “Waste-To-Worth” capacity building programmes for women and young girls living in poverty. The 2-week programme focuses on making and designing basic furniture. Upon completion, participants are given the opportunity to work for our organisation or they can choose to become part of our supply chain, which encourages more women-led ventures in the economy.

### Mission and Values:

**Mission:** A zero-waste world with economically empowered women and communities.

To be able to eliminate the idea of waste by promoting and encouraging sustainable living. Providing capacity building and employment opportunities for women living in disadvantaged backgrounds, so they can go beyond the stereotypical roles set for them by society through economic empowerment and so that they can become part of the solution.

### **Values:**

- Innovation
- Empowerment
- Empathy
- Creativity
- Passion
- Fun
- Sustainability

### **Long Term Aims & Vision:**

- In the next 5 years, we would like to establish a functional workshop where we can run more waste-to-worth capacity building programs.
- The workshop will have co-working spaces where women who want to start their upcycling business can work from. We will also help them register and formally set up their business, encouraging more women-led startups.
- We additionally want to have a depot where people can come and drop off the items they wish to donate. This could also be a sorting, cleaning and storage area, as these functions require a lot of space.
- We hope to create a zero-waste shopping space.

### **Our Future Fiji**

Our Pacific leaders have always highlighted the problems and issues Pacific Islanders face due to climate change and rising sea levels. We would like to highlight the solution we have for these issues and to create a world without waste and a nation with economically empowered women and youth.

### **Current Challenges:**

We have been greatly impacted by the Covid-19 pandemic and all our operations have come to a standstill. We are now trying to pivot into a new product and service line to become sustainable again. We also have space constraints and are currently finding it difficult to access funding.

## Further Information:

We would like assistance to create a standard funding proposal/pitch document/investor presentation. This will be a standard proposal and a pitch deck that we will use for all our investor presentations.

## Key Research & Discussion Areas:

### Plan and deliver ...

- What progress has been made to date with regards to the creation of this proposal?
- What are the key areas that need to be covered in the proposal?
  - How are you going to gain the information that you need?
- Can you find examples of other proposals from organisations either in Fiji or elsewhere?
  - What is good about these?
  - How could they be improved?
  - In what ways are the organisations' operations similar?
- What funding opportunities are available?
  - What sources have other organisations used?
  - Consider both in-country and overseas funding opportunities
- How will the proposal be presented?
  - Who is the audience?
  - Will you need to complete a number of proposals depending on whether you are applying for local or overseas support?
- What resources are available as you plan and deliver this proposal/ presentation?
- What does the organisation hope to achieve from these proposals - ie do they have a particular amount that they want to raise?
  - What will they be using the money for? - how can you sell this to potential donors to show the importance of the organisation's work?
- How will you ensure that the proposal/ presentation is sustainable in the long-term?

### Create content ...

- What makes this organisation unique? - why would people want to invest in it - think about its mission, values, ethics, successes
- What time period should this proposal be covering? - Is it to help with long term expansion?

## Barriers to success ...

- What barriers are there to the creation of your proposal? How could these be overcome?
  - Can you find any examples of how other organisations have overcome similar issues?
- How could you overcome the following types of barriers to the success of your proposal?:
  - Practical (e.g. lack of time for staff to spend on this, how will you distribute your proposal? Will the proposal need to be in English or translated to other languages for overseas investors? Need to create a template presentation but also leave room for small adaptations depending on the investor)
  - Information and Knowledge (e.g. lack of knowledge about the organisation among potential investors? what do you need to know about this sector in order to complete the plan?)

## Evaluate ...

- Come back to your original aim - has your proposal/ presentation achieved the original purpose?
- What method of evaluation will you use/recommend to evaluate the success of the proposal?
  - When should this evaluation take place?
- How can these results be used to continue to improve the proposal?
- How will you ensure that the proposal/ presentation can be adapted as the organisation grows?
- Are there previous examples which are available online for you to adapt for the purposes of The Fusion Hub?

## Useful Links:

- [Organisation Profile](#)
- [Facebook Page](#)

**Further Questions**

Are there any questions you would like to ask The Fusion Hub to assist in completing this project?

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