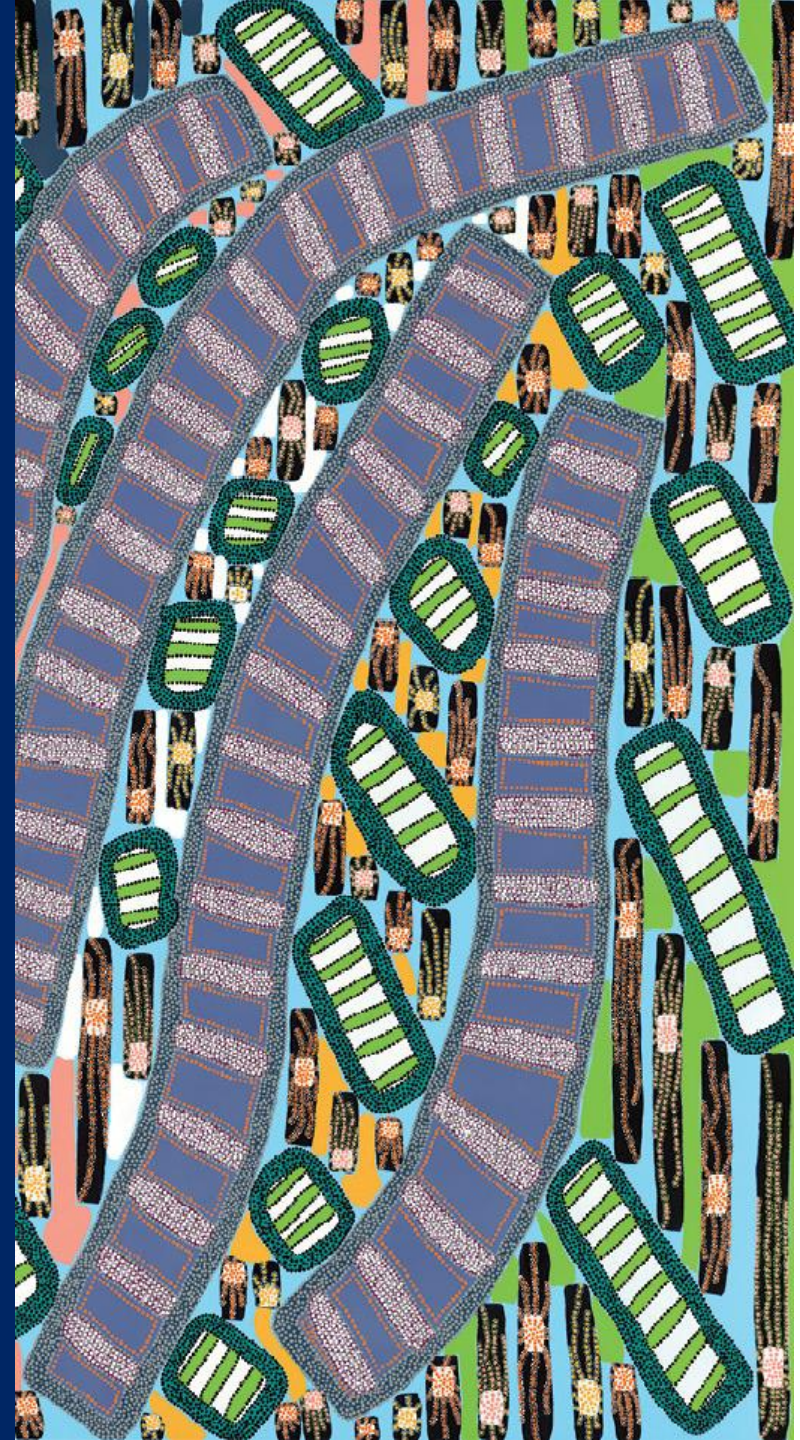


Advancing education outcomes for First Nations girls

Information and feedback session

July 2023



Acknowledgement of Country

The NSW Treasury acknowledges that Aboriginal and Torres Strait Islander peoples are the First Peoples and Traditional Custodians of Australia, and the oldest continuing culture in human history.

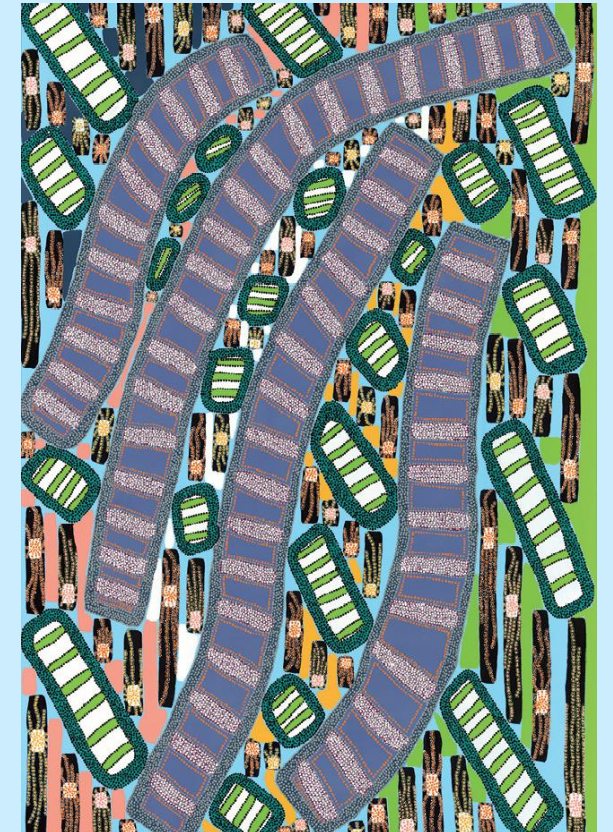
We pay respect to Elders past and present and commit to respecting the lands we walk on, and the communities we walk with.

We celebrate the deep and enduring connection of Aboriginal and Torres Strait Islander peoples to Country and acknowledge their continuing custodianship of the land, seas and sky.

We acknowledge the ongoing stewardship of Aboriginal and Torres Strait Islander peoples, and the important contribution they make to our communities and economies.

We reflect on the continuing impact of government policies and practices, and recognise our responsibility to work together with and for Aboriginal and Torres Strait Islander peoples, families and communities, towards improved economic, social and cultural outcomes.

Artwork: 'Regeneration' by Josie Rose



Pre-tender engagement

- Organisations participating in this pre-tender information and feedback process do not have preferred status in the tender. Organisations who do not participate in the pre-tender process will not be disadvantaged.
- The feedback provided will inform the tender, as appropriate. This pre-tender engagement process is not part of the tender.
- Procurement will be a structured and transparent process. Successful tenderers will be chosen based on predetermined criteria.

Purpose of this session

Share information

We are sharing a new opportunity to partner with Government to deliver **education outcomes for First Nations girls**.

This includes learning about the opportunity, the outcomes-based approach to contracting, and the tender process.

Seek feedback

The opportunity is informed by hearing the needs of First Nations girls and consultation with First Nations leaders and government agencies.

We recognise that **First Nations communities are best placed to shape the type of support needed** on this opportunity. We appreciate your feedback.

Listen

We will listen and feedback from this session will inform the tender as appropriate.

What to expect from today?

Section 1: Introduction

Aim of the opportunity
Communities' voice
Key guiding principles

Section 2: What is this opportunity?

Key outcomes for First Nations girls
Who does the opportunity support?
Who can apply to deliver services?
What will service providers receive?

Section 3: What is an outcome-based approach?

Benefits of an outcome-based approach
How do outcome-based contracts work?
Example outcome indicators and metrics
Case study - Momentum

Section 5: What next?

Indicative tender process
Feedback and Q&A

What interested you to join this session?
(open question)

1

Introduction

Aim of the opportunity

- The Office of Social Impact Investment (OSII) is scoping a new opportunity to advance education outcomes for First Nations girls.
- This opportunity aims to:

1

Advance education outcomes for First Nations girls through an outcome-based approach

2

Trial an outcome-based approach to support the Aboriginal Community Controlled Organisation (ACCO) sector

3

Empower First Nations organisations to design programs that have the greatest impact for their community, recognising the right to self determination

Communities' voice



To build a genuine understanding of the unique experiences of First Nations women and girls, this opportunity draws on consultations with First Nations women and girls across the State*, as well as published research including the findings from the Wiyi Yani U Thangani (Women's Voices) Report.

We've heard:

- First Nations girls and women face challenges in participating in education and employment as they are more likely to be carers, not only to their own children but extended family and community members.
- First Nations girls' self-confidence and their capacity to reach their full potential, build human capital and access post school pathways is diminished due to ongoing racism, discrimination and a lack of cultural safety at school.
- Barriers to First Nations women's economic participation are amplified by geographical location and disproportionate rates of domestic and family violence.
- Many existing programs are not appropriately designed for or accessible to First Nations girls and women, nor are they evaluated to ensure they achieve intended outcomes.
- Aboriginal community-controlled services achieve better outcomes for Aboriginal and Torres Strait Islander people, however support is required to develop the sector further.

**Consultations were conducted by NSW Treasury's First Nations Economic Wellbeing team*

Key guiding principles

Strengths based

Focus on the **unique capabilities, skills, knowledge** of First Nations people and communities.

Deep focus on outcomes

Incentivise and reward service providers for **achieving outcomes**.

Partnerships

Build **strong and collaborative partnerships** between government, First Nations service providers and other partners with a foundation of reciprocity.

Innovation

Test **new ways to advance outcomes for First Nations girls** and build an evidence base to support growth of Aboriginal community organisations.

What principles are important to you for delivering this opportunity? (open question)

2

What is the opportunity

Key outcomes for First Nations girls

We are seeking proposals that advance education outcomes for First Nations girls to be **empowered to achieve their full learning potential while strengthening cultural identity**



Key education outcomes include (but not limited to):

- stay engaged with school
- transition from primary to secondary school
- navigate career opportunities



Type of support/programs include (but not limited to):

- community-led mentoring/after school activity programs
- culturally safe and flexible education options
- wrap around support to engage in education including culturally appropriate childcare services for young mothers, mental health support, referrals to complementary services

Who does the opportunity support?



Focus cohort: First Nations **primary and/or secondary school age girls** who have or are likely to disengage with education.

Priority support for First Nations girls:

- living in regional and rural areas
- with experience of out-of-home care
- who have interacted with the justice system
- with experience of disability or caring for children with disability
- that are young mothers or those with caring responsibilities
- with experiences of domestic and family violence

What type of support is needed in your community? (open question)

Who can apply to deliver services?



Eligibility criteria

The organisation must meet all of the following:

1. be a **Aboriginal Community Controlled Organisation (ACCO) or an Aboriginal business**
2. operate for the benefit of Aboriginal and Torres Strait Islander communities
3. be able to deliver the proposed service/program in NSW
4. be a legal entity (or entities in the case of a joint proposal or consortia) with the capacity to contract
5. have an Australian Business Number and be registered for GST.

Consortia

A consortium with a lead organisation who meets the eligibility criteria can apply. Not all members of the consortium need to meet the eligibility criteria.

The consortium will be asked to provide details on the role of each member, including how the consortium will support building the capacity and capability of the ACCO and/or Aboriginal business member(s).

Partnerships are expected to be genuine and authentic over the life of the contract.

Who can apply to deliver services?



What is an Aboriginal Community Controlled Organisation (ACCO)?

As per the National Agreement on Closing the Gap

An ACCO delivers services, including land and resource management, that builds the strength and empowerment of Aboriginal and Torres Strait Islander communities and people and is:

- incorporated under relevant legislation and not-for-profit
- controlled and operated by Aboriginal and/or Torres Strait Islander people
- connected to the community, or communities, in which they deliver the services
- governed by a majority Aboriginal and/or Torres Strait Islander governing body.

What is an Aboriginal business?

As per the Aboriginal Procurement Policy

An Aboriginal business is one that has at least 50% Aboriginal ownership and that is recognised through an appropriate organisation, such as:

- Supply Nation,
- NSW Indigenous Chamber of Commerce, or
- Office of the Registrar of Indigenous Corporations.

If you are not recognised through the organisations above, Aboriginal ownership and operation for the benefit of community can be demonstrated in other ways such as a letter of community support and engagement.

What type of organisation are you? (if Other, please explain)

- a. Aboriginal Community Controlled Organisation
- b. Aboriginal business
- c. Non-indigenous service provider
- d. Intermediary
- e. Philanthropy
- f. Other

What will service providers receive?



Funding

We are looking to fund **one or more programs from a total funding pool of up to \$7m.**

This opportunity will be **funded as an outcome-based contract.**

We acknowledge this is a new approach for many service providers. The next section provides further information on this approach. We will work with you to tailor this approach to the stage of development of your program and organisation.

Contract term

To support longer-term, collaborative partnerships, the contract term will be for a **minimum of 4 years.**

Capability building

We would like to understand what type of capability building support service providers will find helpful.

Some examples are:

- training and resources on outcome-based contracting
- outcome measurement including data capability
- governance support

What support will help your organisation deliver services? (pick all that apply to you)

- a. Outcome measurement framework
- b. Data systems and capability
- c. Governance support
- d. Other

3

What is an outcome-based approach?

How familiar are you with an outcome-based approach?

- a. Not at all
- b. Somewhat
- c. Very

Benefits of an outcome-based approach



Under an outcome-based contract, a part of government funding is dependant on outcomes that are achieved.

This approach supports:

1. **Flexibility to innovate and adapt programs for your community** as funding is based on outcomes and not specific activities
2. **Better understanding of your program's effectiveness** through regular outcomes reporting, to inform decisions on how to deliver the most beneficial services for community
3. **Building an evidence base to communicate the impact of your services** with new/existing partners and funders
4. **Collaborative, purposeful partnership** through clear alignment on the outcomes the partners seek to achieve, effective governance and conversations on adaptive improvements.

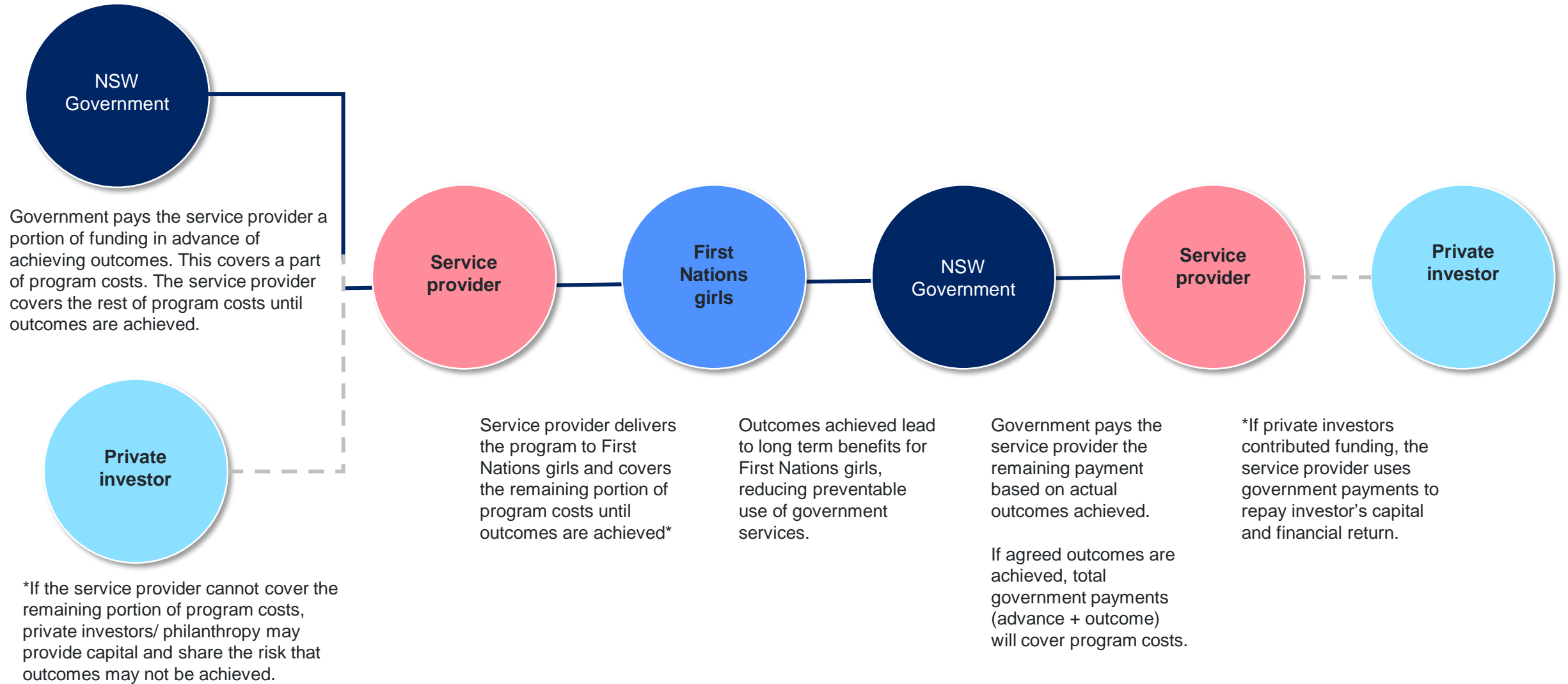
Please note: if outcomes are not achieved as planned, government funding may not cover all your program expenses.

We acknowledge this is a new approach for many service providers. We will work with you to tailor the outcome-based approach to the stage of development of your program and organisation.

We encourage you to explore opportunities with philanthropic donors and impact investors.


How do outcome-based contracts work?

Service Provider partners with Government through an outcome-based contract



Example outcome indicators and metrics

Outcome indicators show progress towards the long term benefit for First Nations girls, measured with outcome metrics. Government will pay for outcomes achieved based on outcome metrics, which can be a combination of educational engagement and cultural connection metrics. Examples below (not exhaustive).

Long term benefit	Example outcome indicators	Example outcome metrics
 <p>First Nations girls are empowered to achieve their full learning potential while strengthening cultural identity</p>	<ul style="list-style-type: none"> • Improved school engagement • Smooth transition to secondary school • Improved literacy and numeracy skills • Increased confidence to navigate career opportunities • Increased connection with community including culturally appropriate mentors • Increase in girls pursuing further education pathways • Improved understanding of own cultural identity • Improved confidence and mental health 	<ul style="list-style-type: none"> • Attendance / retention rates (in school, culturally appropriate mentorship) • Literacy and numeracy scores • Number of students completing Year 12 • Work experience hours completed • Completion of school-based traineeships and apprenticeships • Self-assessed understanding of, or connection to, own culture • Self-assessed participant wellbeing survey

What outcomes for First Nations girls does your service support? (open question)

Case study - Momentum

Momentum aims to improve economic wellbeing for 16-55 year old First Nations people in North East NSW who do not have a birth certificate / registration, a driver's licence and are unemployed



Innovation

Momentum is a 3 phased program that links relevant services (birth certificate, driver licence and employment services) and provides place based support.

Strengths based

The model was designed by the 3 service providers in collaboration with Aboriginal communities, informed by best practice in service delivery.

Momentum aims to remove barriers for First Nations people to sustain employment and advance their economic wellbeing.

Partnerships

A consortium of regional organisations (Real Futures, Pathfinders and ACE Community Colleges) delivers the service, led by Real Futures, a majority Aboriginal owned, controlled and managed company.

OSII partners with NSW Department of Education who holds the outcome based contract.

Deep focus on outcomes

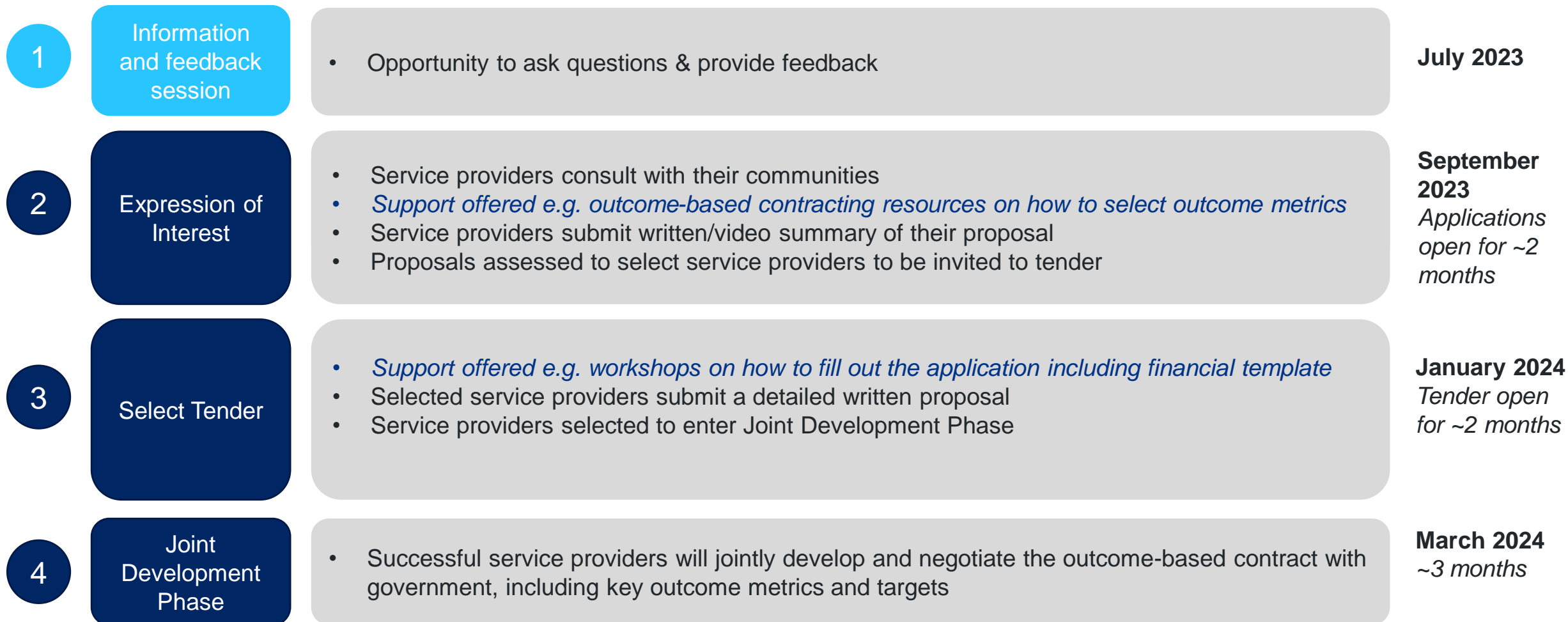
Outcome payments are made to providers when sustained employment for 4, 13 and 26 weeks is achieved.

Improving economic wellbeing of First Nations communities over participants' lifetimes will result in NSW government cost savings through reduced service usage.

4

What next?

Indicative tender process



Does the two-stage tender process resonate with you? (if Maybe, please explain)

- a. Yes
- b. No
- c. Maybe

What would help you apply? (pick all that apply to you)

- a. Connect with partners to form a consortium
- b. Describe your program logic (how your program leads to outcomes)
- c. Select outcome metrics and design how to measure them
- d. Estimate the cost of your program
- e. Other

If you have any further feedback or questions, please email us at socialimpactinvestment@treasury.nsw.gov.au

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