

POSITIVE: SUPPORTING COMMUNITY ORGANISATIONS AND ACTIVITIES. PROJECTS SEEKING UP TO \$100,000.

We will be proud to live in the Gisborne region because community organisations are well supported and resourceful.

PROSPEROUS: CREATING REGIONAL ECONOMIC GROWTH OPPORTUNITIES.

We believe a strong economy is healthy for the wellbeing of our region.

ATTRACTIVE: SUPPORTING GREAT COMMUNITY ASSETS AND PROJECTS OF SIGNIFICANCE.

We will have community assets and facilities that provide opportunities for the region and that support growth.

MINOR (\$10,000)

MAJOR (\$10,000 – \$100,000)

CONTESTABLE FUND

OVER \$100,000 PROJECT

OBJECTIVES FOR FUNDING FOR BOTH FUNDS

1. We believe in our community and will support developing and growing community capacity by supporting governance training, mentoring and business support in the not-for-profit sector and business community – that is not funded by the government – and will provide clear opportunities for our region's organisations to perform better.
2. To support events and sponsor activities that show initiative, attract people to the region, raise our regional profile, celebrate, create leveraged fundraising opportunities for community organisations and enhance other components in our strategy.
3. To collaborate on projects and initiatives brought to us by community organisations that show innovation, vision, have a tangible and long term return to the community and provide efficiency or diversification of the region's offering.

PREFERENCES FOR FUNDING

Preferences for funding are the same for both pools and include:

- Organisations that have good governance practices in place.
- A clear and demonstrated need, and how the project/funding will meet that need.
- The organisation understands what success looks like for their project and has a measurement process in place to evaluate it.
- The project shows collaboration, efficiency, innovation and initiative.

WHAT IS LIKELY TO BE FUNDED:

- Events – where large local participation can be measured, fundraising events, events that attract people to the region, events that raise the region's profile and events that celebrate our region and its assets.
- Governance training for community organisations, charities and not-for-profit committees.
- Community projects that show innovation and initiative.
- Feasibility studies and project management costs that enhance organisation capacity or add value to the community.
- Initiatives that create efficiencies for community organisations such as co-locations, shared service models and efficient business training.

- The project or event has wide community appeal/engagement and will benefit large numbers of people without favouring any particular group.
- Good organisational capacity to deliver the project.
- Projects where other funding may have been secured and ECT's contribution is the one that means you can start work immediately or give confidence to get other funders on board.
- Projects that use local businesses and suppliers wherever practicable for the work that needs to be done.

OBJECTIVES FOR FUNDING

- We believe a strong economy is healthy for the wellbeing of our region.
- We want to support and develop a region that attracts more people to work and do business here.
- We want to create a pool of contestable investment funding that is used to provide capital and/or loans to:
 - Retain and expand existing businesses.
 - Foster the establishment of new businesses.
 - Attract outside business and resources to our region.
 - Plug market failures in the local economy.
 - Connect our region to markets and markets to our region.
- The fund is to increase:
 - The employment count with more sustainable jobs.
 - The number of sustainable, higher paid jobs.
 - The number of people in employment.
 - The diversity of businesses in our region.

PREFERENCES FOR FUNDING

- Investments which recycle capital back to the Trust.
- Investments where ECT is contributing 50% or less of the total cost.
- Sectors with high revenue and employment multipliers.

HOW THIS WILL WORK

- Contestable investment pool.
- The contestable fund will receive investment applications on an open basis.
 - Applications will be made to the Trust direct.
 - To be considered, each investment needs to have some private equity involved.
 - Criteria is being based on four components:
 - a) Organisation and capability to execute
 - b) Investment proposal
 - c) Outcomes
 - d) Return on investment

WHAT IS LIKELY TO BE CONSIDERED?

- Projects where the private sector investment doesn't meet the investment threshold i.e. market failure is apparent.
- Social enterprise projects that have non-economic objectives as their primary objective which use commercial activities to meet their funding needs.
- Capital/equity investment into public or private companies.
- Debt investment into public or private companies.
- Feasibility studies.
- Investigations and research.

WHAT IS UNLIKELY TO BE FUNDED?

- Projects that don't forecast positive returns over time.
- Projects where the ECT is the only capital source.

OBJECTIVES FOR FUNDING

- We may invest in community infrastructure and assets or projects of regional significance that are:
 - Deemed to be an essential need for this region.
 - Deliver a clear point of difference.
 - Add value to the region's offering as a great place to live, work and play.
- We will support projects that give our region an opportunity to leverage greater returns or growth.

PREFERENCES FOR FUNDING

- Projects where ECT's contribution will see the project completed.
- Projects that can demonstrate clear need, regional advancement or create a point of difference.
- Projects that create opportunities for the region to attract/hold/expand its recreational, cultural and sporting profile.
- Shared multi-use facilities.
- Shows leadership to the other funders.

HOW THIS WILL WORK

- The investment proposal should be full and complete at the time of lodging the application and should follow a set structure as provided by our application process.
- The application should have the following components to it:
 - Details of the project.
 - Full project plan including milestones and deliverables.
 - Copy of the feasibility study that supports the project if one was done.
 - Governance and management including project management, key people and reporting lines.
 - Demonstrated need – proof it is required and why.
 - Measurable outcomes – what does success look like and why does this region need this project.
 - A funding plan including all funders involved with the project.
 - Community engagement and usage – lists of organisations and individuals who will benefit from this project – how do you know this?
 - Budgets, estimates, quotes and financial assumptions.
 - Records of proposed partnership arrangements.
 - Risk identification and mitigation.
 - Asset maintenance and operating budgets and forecasts.
 - Letters of support from collaborators and supporters.
 - What recognition would ECT receive for its contribution.
 - Any other relevant information.
- Applicants are asked to make contact early to discuss their projects and what they will need.

PROJECTS WILL BE ASSESSED ON:

- a. Organisational capability.
- b. Outcomes and measurability.
- c. The project itself.
- d. Community engagement.

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- e. Return on investment.
- f. Project plan.

THE DECISION MAKING PROCESS

- Applications will be received as they come in. Bearing in mind commercial decisions often require some expediency the Trust will handle these as quickly as possible.
- i. Applications received.
 - ii. Assessed internally and research completed.
 - iii. Initial analysis done through the assessment criteria.
 - iv. Expert advice sought.
 - v. Due diligence completed if necessary.
 - vi. Presentations and discussions or negotiations.
 - vii. Papers presented to the board.
 - viii. Board request for further information or final decision made.

PROJECTS WILL BE ASSESSED ON

- Organisational
 - What the entity is and the key individuals to the entity and/or investment.
 - Business history.
 - Financial position and accounts.
 - Strategic plan.
- Investment application based
 - Business / investment case.
 - The economic impact that it will have.
 - Identification and definition of the market failure or other reasons you think ECT and the region would benefit from investing.
 - Investment proposition including exit strategy for ECT.
 - Project economic and social returns.

DEADLINES: MINOR – UP TO \$10,000

Closing Dates	Meeting Dates
April 30, 2015	June 2015
July 31, 2015	September 2015
October 30, 2015	December 2015
December 20, 2015	March 2016

DEADLINES: MAJOR – \$10,000–\$100,000

Closing Dates	Meeting Dates
April 30, 2015	July 2015
July 31, 2015	October 2015
October 30, 2015	February 2016
December 20, 2015	March 2016

DECISION MAKING

The ECT board will make all decisions on this. The process will be as follows:

Funding Pool	Closing Dates	Project Committee	Board Meeting Dates
Round one:	June 30, 2015	Presentation and discussion to project committee – First week of August 2015.	September 2015
Round two:	December 20, 2015	Presentation and discussion to project committee – First week of February 2016.	March 2016

FOUR WEEK PROCESS

EIGHT WEEK PROCESS

PROJECT SPECIFIC – BUT MAY TAKE EIGHT WEEKS

12 WEEK PROCESS