



Regional Job Creation Fund Round Three





Acknowledgement of Country

The Department of Regional New South Wales acknowledges that it stands on Country which always was and always will be Aboriginal land. We acknowledge the Traditional Custodians of the land and waters, and we show our respect for Elders past, present and emerging. We are committed to providing places in which Aboriginal people are included socially, culturally and economically through thoughtful and collaborative approaches to our work.

Presentation overview

1. NSW Government initiatives and programs
2. Why invest in Regional NSW
3. Regional Job Creation Fund Round Three
 - Key changes
 - Eligible applicants/ineligible applicants
 - Eligible projects/ineligible projects
 - Eligible costs/ineligible costs
4. Competitive impacts
5. Application process
6. Key dates and timeline
7. Assessment criteria
8. Examples of great projects
9. Successful applicants
10. Contracting Process
11. Resources to support applicants

1. NSW Government initiatives and programs

- The **20-Year Economic Vision** sets out a clear pathway for ensuring that Regional NSW continues to be a vibrant and growing part of our economy, and that people are supported in their decision to live in the regions.
- \$4.2 billion **Snowy Hydro Legacy Fund** to help deliver critical infrastructure and priority initiatives identified in the 20-Year Economic Vision for Regional NSW, NSW State Infrastructure Strategy 2018–2038 and other long-term government plans. The five areas of immediate focus are **improved water security, rail and road transport connections, freight linkages, digital connectivity** and **Special Activation Precincts**.
- \$1 billion for five **Special Activation Precincts** strategically located across regional NSW focusing on critical growth industries such as advanced manufacturing, freight and logistics, agribusiness, circular economy and tourism.
- \$3.3 billion **Regional Growth Fund** for projects that improve local and regional services, activate economic growth, respond to emerging regional needs and help build resilience.
- \$500 million **Growing Local Economies Fund** for investment in the critical projects needed to support job creation and economic growth in regional NSW.
- Support for businesses to set-up in or relocate to regional NSW via \$10,000 payments per eligible worker to help meet the cost of moving skilled workers from the city to the coast or country through the **Regional Skills Relocation Grant**.
- **Regional Job Precincts** aim to tailor planning reform to support regional economic development and engine industries to create jobs in regional NSW.

2. Why invest in Regional NSW

Regional NSW



Over \$12.4 billion of investment in economically productive and community infrastructure

Unprecedented \$3 billion commitment to **world-leading** green hydrogen strategy

Australia's First Renewable Energy Zone located in Central West NSW to be operational in 2025

Largest regional workforce in Australia



Energy prices forecast to be in the **lowest 10%** of OECD by **2030**



Over 100 Technical and Further Education (TAFE) facilities

Critical minerals powerhouse. Forecast to be the **largest ethical cobalt producer in the world**



Over 150 higher education, science and research facilities

University of Newcastle and University of Wollongong in **top 200 global universities**

source: 2022 QS World University Rankings



Globally significant agricultural sector
Over \$13 billion output

Why invest in Regional NSW

Vision



Regional NSW is the first choice for investors

Targets

Short Term (2 yrs)



\$350 million in business investment



5,000 high-value jobs



Medium Term (5 yrs)



\$1 billion in business investment



15,000 high-value jobs

Objectives

1

Position regional NSW as the location of choice for Australian and international businesses

2

Enhance personalised and tailored service offerings to meet specific needs of investors

3

Accelerate growth in engine industries

4

Create an environment conducive to attracting and growing emerging and future industries

5

Turbocharge priority precincts

Regional Job Creation Fund Round One and Two

successful projects

- The Regional Job Creation Fund Round One and Two:
 - supported more than 190 regional projects
 - provided \$140 million to help businesses expand, attract new investment and relocate to regional NSW
 - created over 6500 jobs in a range of key engine industries.
- Successful Round One and Two projects can be viewed on an interactive map at <https://www.nsw.gov.au/regional-growth-fund/regional-job-creation-fund>



3. Regional Job Creation Fund Round Three

- Regional NSW is Australia's largest and most diverse regional economy, and a great place to live, work and do business.
- The objective of the Regional Job Creation Fund Round Three is to support businesses in regional NSW to grow, increase productivity, and to create and/or retain jobs, leading to a more productive, diverse and resilient regional economy.
- The Regional Job Creation Fund Round Three aims to deliver \$200 million of combined private and government investment into businesses operating in, or relocating to regional NSW.
- Regional Job Creation Fund Round Three grants between \$100,000 and \$10,000,000 will be available to eligible applicants.

Regional Job Creation Fund Round Three key changes

Changes to the Regional Job Creation Fund Round Three include:

- funding allocation increased from \$40 million to \$100 million
- maximum grant request amount increased from \$5 million to \$10 million
- departure from minimum full time employment requirement and greater focus on supporting innovation and productivity
- more structured and robust two step assessment process with an assessment panel to recommend projects going from expression of interest to detailed application stage
- financial health checks and due diligence assessments to be conducted at expression of interest stage rather than detailed application stage.

Eligible applicants

To be eligible to apply for funding, applicants must:

- have an Australian Business Number (ABN)
- be registered for GST
- be financially viable and able to demonstrate that they are likely to remain so over the duration of the project
- have at least \$20 million public liability insurance or be able to secure before entering into a Funding Deed if successful
- applicants can be based internationally, interstate or in either metropolitan or regional NSW.

Note: International businesses will need an ABN, be registered for GST, have at least \$20 million in public liability insurance and be an eligible entity type (as listed above), to enter into a funding deed if they are successful.

Joint applicants

Joint applications may be submitted, but:

- a lead applicant will need to be nominated
- the lead applicant must complete the expression of interest application form and identify all other joint applicants in the application
- if invited to submit a detailed application, the application must include a letter of support from each organisation listed in the expression of interest application and include:
 - details of the joint applicant and overview of how joint and lead applicants will work together
 - outline relevant experience the joint organisation will bring to the application
 - detail the roles, responsibilities and resources contributed by joint applicant
 - the amount and source of any co-contributions to the project and details of nominated contact for joint applicant
- if the application is successful, the lead applicant will enter into the funding deed and ultimately responsible for the delivery of the project.

Ineligible applicants

Ineligible applicants include:

- Australian or NSW Government agencies, State Owned Corporations or statutory authorities
- Local Government Authorities or their Section 355 Committees
- organisations that do not have an ABN and are unable to obtain an ABN to enter a funding deed
- unincorporated associations or other unincorporated organisations
- businesses that are insolvent.

The Department of Regional NSW, at its sole discretion, may take other factors into account to determine that a business is ineligible for funding, including any personal or business issues that could cause reputational or other risk to the NSW Government, for example:

- poor past performance of the applicant or key project personnel
- applicant or their business activity could cause reputational or other risk to the NSW Government.



Eligible projects

Eligible projects must:

- be based in one of the 93 regional NSW Local Government Areas, Unincorporated Far West or Lord Howe Island.
- create or retain direct Full Time Equivalent (FTE) jobs in regional NSW that are sustainable without additional NSW Government investment beyond the grant
- demonstrate the project would not occur in regional NSW at all, or in the same timeframe, without government investment
- be completed by **30 May 2025**. It is recommended applicants have a COVID plan in place to mitigate any potential delays due to COVID-19.
- provide proof of \$20 million of public liability insurance at time of contracting
- secure approvals to meet project timeframes
- provide and confirm secured minimum 50% cash co-contribution.

Examples of eligible projects

- Replacement, upgrading or adaptation of existing plant and equipment, including technology or energy efficiency upgrades
- Establishment of an additional production line for an existing regional NSW business
- Onshoring in a regional NSW location of activity currently done overseas
- Development of new regionally significant and/or iconic tourism experiences and visitor attractions creating new inter-state or international demand in the region (without impacting other NSW tourism businesses)
- Relocating a business operation from out-of-state or internationally to regional NSW

Ineligible projects

The following projects are ineligible for funding under the Regional Job Creation Fund Round Three:

- projects located in Greater Sydney (including the Blue Mountains, Hawkesbury and Wollondilly), and Newcastle or Wollongong Local Government areas
- projects funding the day-to-day operations of business or focusing primarily on marketing and promotion
- projects requiring ongoing funding from the NSW Government or not aligned to the objectives of the Regional Job Creation Fund
- projects that will have a significant negative competitive impact on other NSW businesses in the same market and/or competing for resources in the NSW supply chains
- projects that would proceed and be delivered on the same timeline without government financial assistance
- projects that have already commenced prior to an offer of grant funding being made for the for the scope requested in the application
- projects that have already received NSW Government or other funding for the same outputs and outcomes.

What projects aren't suitable

Projects that typically aren't supported are:

- local retail only servicing the local market (not looking to export out of state or replace imports from out of state/overseas)
- businesses that will take supply away from other existing NSW businesses e.g. An abattoir that's diverting stock away from an existing NSW business without creating additional value add or innovation
- beverage sector and tourism sector – wineries and breweries with a heavy focus on tourism, not production and export, smaller scale non-iconic tourism likely to divert visitors away from other NSW attractions rather than attracting new overnight interstate and international visitors
- projects that would happen on the same timeline regardless of grant funding.

Ineligible entities

Businesses whose primary operation and project is in the following industries are not eligible for funding:

- hospitality, except where a proposal is unique to the existing market and considered regionally significant and/or iconic (for example, brewery expansion focussed on production enabling out of state sales, with a small hospitality element such as a kitchen/bar)
- retail and localised trades
- healthcare, childcare and social services
- residential housing construction that only serves the immediate local or regional community of the applicant
- waste services, except where a proposal is providing unique services, such as un-serviced or under-serviced waste stream in the state, and where the project provides services beyond the local or regional area
- abattoirs, except where the project is to increase value-adding or diversification of product ranges, or to process unique livestock types and is not expected to have a significant impact on the livestock supply chain of other NSW businesses
- administrative services that serve only the local or regional community.

Eligible costs

Eligible costs may include:

- purchasing, constructing, installing and/or commissioning new plant, equipment and/or machinery
- purchasing, constructing, establishing and/or fitting out new facilities, buildings or hubs
- purchasing technology and/or intellectual property required to undertake the project
- purchase of land (if necessary or the project and suitable alternatives to rent do not exist)
- upgrading existing facilities, buildings, plant, equipment, machinery and/or technology where necessary to deliver the project and achieve its outcomes
- cost of contractors to construct new buildings and facilities costs relating to activities that directly contribute to, or enable knowledge sharing (i.e. reports, database development)
- project management and administration costs up to 10 percent of project cost
- contingency costs up to 25 percent of project cost.

Note that project costs can only be claimed by applicant and joint applicant organisations approved at assessment.

Ineligible costs

The following costs are ineligible:

- payment of existing debts or budget deficits
- contributions made 'in-kind'
- administrative, operational and maintenance costs not related to the subject project
- ongoing staff wages and salaries
- ongoing rental expenses or non-fixed equipment, unless they form a small part of a larger project that anchors the applicant to the location
- costs already funded by insurance or other NSW or Australian Government programs
- costs that have been incurred prior to receiving a Letter of Offer of grant funding
- costs that require recurrent or ongoing funding from the NSW Government
- costs relating solely to marketing, advertising or product promotion, including education and information campaigns.

4. Competitive impacts

- The provision of financial assistance to businesses will require consideration of the impact on NSW competitors and NSW supply chains.
- Competition issues will be reviewed as part of the assessment process to avoid advantaging or disadvantaging businesses legitimately competing in the same market.
- The Assessment Panel, at its sole discretion, may determine that a business is ineligible for funding if the provision of government financial assistance will have a significant negative impact on NSW competition and NSW supply chains.

5. Application process

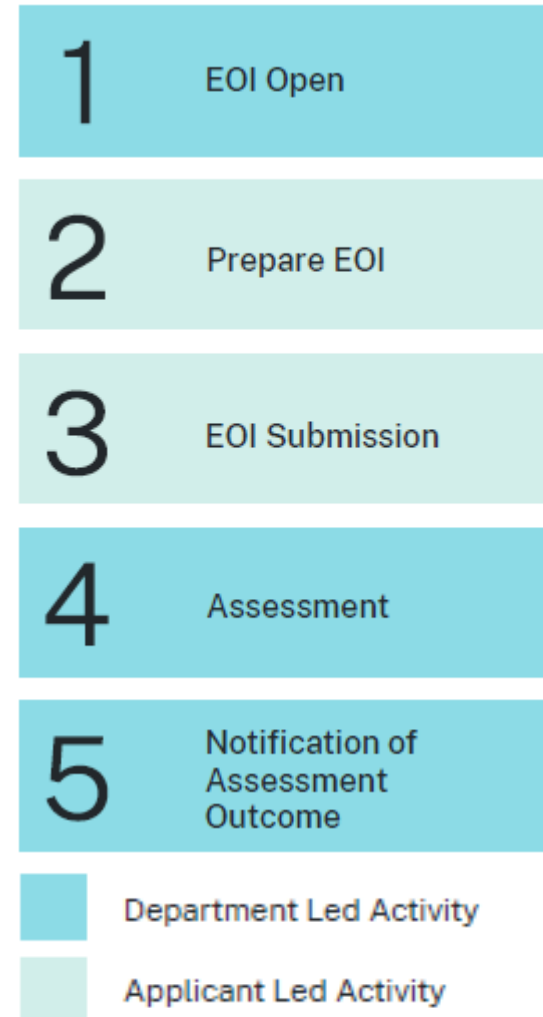
Stage 1 – Expression of Interest (EOI)

Form is available through the program website: nsw.gov.au/RJCF

- The EOI stage provides an initial entry point for organisations seeking funding under RJCF. Applicants may submit more than one EOI.
- In addition to the application form, applicants are also required to provide **financial statements** for the business for three continuous years.
- EOIs must meet the Eligibility Criteria and demonstrate compliance with the Assessment Criteria outlined in the guidelines to be considered suitable for progression to the Detailed Application stage.
- Applications for Stage 2, Detailed Application, are by invitation only and will not be accepted if an EOI has not been submitted.



Stage 1: Expression of Interest



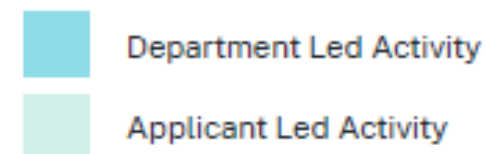
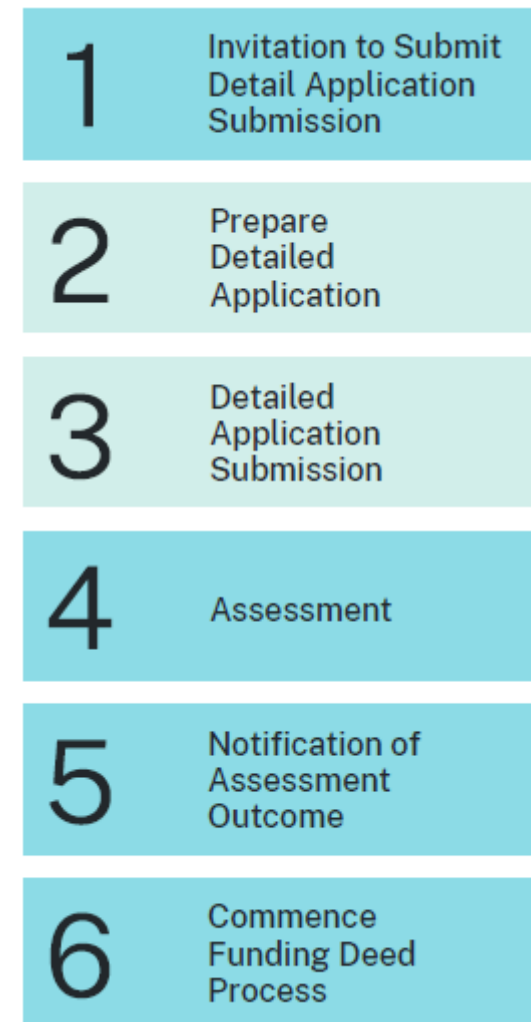
Application process

Stage 2 – Detailed application stage

- Detailed Application form, data sheet, project plan and budget template, probity declaration form and supporting information will be provided if you are invited to submit an application.
- A Department of Regional NSW Business Development Manager can continue to help with your application.
- At any stage you may be asked for more information to assist the assessment process.



Stage 2: Detailed Application



6. Key dates and timelines

Stage	Timeframe
EOI Applications open	13 January 2023
EOI Applications close	5pm (AEDT) 6 March 2023
Invitations for Detailed Applications open	8 May 2023 (subject to change - dependant on incoming government)
Detailed Applications close	5pm (AEDT) 26 June 2023
Notification of Assessment Outcome	On or before 9 October 2023
Project Announcement	Within 45 days after an applicant has been notified of a successful outcome.
Contracting and Project Commencement	The contracting process will commence once an applicant has signed and returned their Letter of Offer and Confidentiality Agreement to DRNSW. The project will commence once both parties have signed the Funding Deed.
Project completion	Capital works must be able to be completed and have committed full-time equivalent (FTE) jobs in place for at least 3 months by May 2025.

7. Assessment criteria

Expression of interest

Criteria	
Eligibility	<p>DRNSW will assess all EOI's against the Eligibility Criteria identified in the Guidelines. Where there is uncertainty or unintended outcomes arising from the eligibility requirements, DRNSW will take a discretionary approach that, in its opinion, best achieves the objectives of RJCF. DRNSW will recommend eligible projects be assessed by the Assessment Panel.</p>
Preliminary Project Assessment	<p>DRNSW will assess all EOI's against the Assessment Criteria including Affordability, Job creation and retention, Deliverability, Expected return on government investment and economic benefits, Strategic Alignment (including competitive impact), Outcomes for young people, Aboriginal and/or Torres Strait Islander individuals and people with a disability.</p> <p>Due diligence of the applicant, including review of financial statements (or other evidence of financial viability if statements are not available) will also be undertaken at this stage to determine the financial strength or risks of the applicant.</p>

Assessment criteria

Detailed application

Criteria	
Strategic alignment	Reviewed further once Detailed Application is submitted. How strongly the project aligns to relevant NSW Government policies or strategies and how strongly the project aligns to the objectives of the RJCF. Considerations include the potential impact on NSW competitors or supply chains.
Job creation and retention	The number and cost-effectiveness of jobs created or retained directly within the organisation based in regional NSW for a specified period. Cost-effectiveness will be measured by the grant contribution request per job created or retained, directly employed with the applicant or joint applicants.
Expected return on government investment and economic benefits	The value of the contribution of the project to the NSW economy as determined through a Cost-Benefit Analysis producing a Net Present Value / Investment and Benefit-to-Cost Ratio. Projects that do not achieve a positive NPV/I may still be considered if unquantifiable benefits are expected to be significant.
Affordability	The secured cash co-contribution to the project as a percentage of the total project cost. Co-contributions must be evidenced as committed cash from the applicant, partners, and other non-NSW Government sources. Co-contributions should be at least 50 per cent of the total project cost.

Assessment criteria

Detailed application

Criteria	
Deliverability	<p>How strongly the applicant can demonstrate the project is deliverable by May 2025</p> <ul style="list-style-type: none">• the applicant has demonstrated skills and capacity to deliver the project through past performance• the suitability of the staff or arrangements to deliver the project• readiness to commence the project, including status of any regulatory and/or development approvals• the suitability of the business plan, feasibility plan, budget, technical plans or cost estimates• the applicant has assessed delivery risks and included controls for these risks• the applicant has demonstrated they are financially viable and are likely to remain so.
Outcomes for young people, Aboriginal and/or Torres Strait Islander individuals and people with a disability	<p>How strongly the project will demonstrably increase employment or business outcomes, and skills and training outcomes for identified priority groups including Aboriginal and/or Torres Strait Islander individuals and communities, young people and people with a disability.</p>

8. Examples of great projects

- Create or retain jobs in regional NSW
- Create benefits to key groups (Workers, Businesses, Governments, NSW Residents)
- Additionality – Provides a net benefit to NSW e.g. benefits are in addition to what would have occurred otherwise
- Supports increased business productivity and innovation

What have we funded in the past – example projects from Round One and Two include:

- beverage manufacturers that increase innovation and capacity with a focus on exporting out of state
- import replacement projects – e.g. companies in-house manufacture of goods that were imported from overseas
- export projects
- footloose projects – companies based in other states looking to relocate into NSW
- value adding to primary products and supply chains in the Agricultural sector providing services to multiple businesses in the supply chain

Successful projects

Topsoil Organics – Regional Job Creation Fund Round One

- Agricultural company specialising in the transport and application of soil conditioners and other agricultural commodities
- Based in Forbes – FER: Mid-Lachlan
- Projected to create 17 FTE
- Funding requested \$300,000
- Total project cost \$601,990
- Project will deliver a new facility to improve customer experience, more efficient processing of waste and improved retention of soil nutrients



Successful projects

ABS Façade – Regional Job Creation Fund Round One

- Manufacturing company specialising in the innovation and installation of façade systems for commercial applications
- Based in Queanbeyan – FER: Queanbeyan-Palerang
- Projected to create 200 FTE
- Funding requested \$3,000,000
- Total project cost \$7,000,000
- Project will enable organisation to relocate to larger site and expand operations



9. Successful applicants

Notification

- Successful applicants through the Detailed Application will be notified via a Letter of Offer and receive a Confidentiality Agreement.
- Applicants may be requested to keep the grant confidential for a period if an announcement is likely to be made by the NSW Government.
- Unsuccessful applicants will be notified in writing of the outcome of their application and will be offered a feedback information session.

Funding deed

- Successful applicants will be required to enter into a funding deed with the NSW Government. A sample Funding Deed template will be available on the Department of Regional NSW website, to show successful applicants the terms and conditions it may include. A copy will also be provided to applicants progressing to the Detailed Application stage.
- To enter a Funding Deed, applicants are required to confirm project information and provide a copy of all relevant and applicable supporting documentation relevant to the project or as requested by DRNSW.

10. Contracting process

- Once a signed Confidentiality Agreement has been returned, the Grants Management office will commence the contracting process.
- Completion of forms will be conducted through your SmartyGrants account.
- Before a Funding Deed can be entered, the Department will ask you to complete an “Instalment Proposal” form, where you will be required to confirm
 - scope of works being undertaken against those listed in your detailed application
 - banking details for the applicant (these must match those on any future invoices for claims)
 - any compliance documentation required for your project (eg: Land owners consent)
 - evidence of public liability insurance for \$20 million by the applicant
- Once your “Instalment Proposal” form has been approved – a Funding Deed will be uploaded to your account
- Funding Deeds – you will need to attach an invoice to receive your 1st instalment. Instructions on what is to be included on your invoice are included within the Deed.
- Deeds should be signed by an authorised signatory aligning with your corporate structure. Instructions are included within the execution pages of the Deed.

11. Resources to support applicants

- Your local Business Development Manager will be available to support you at any stage
- Website - nsw.gov.au/RJCF
- Program Guidelines
- Expression of Interest Checklist
- Frequently Asked Questions (please check regularly for updates)
- Contact us - Regional NSW Business - regionalnsw.business@regional.nsw.gov.au or 1300 679 673
- An additional pack of supporting information will be provided to applicants if they progress to the full application stage

We're here to help

Contact us

regionalnsw.business@regional.nsw.gov.au

1300 679 673

nsw.gov.au/RJCF

