



An Australian Government Initiative

Building Better Regions Fund (BBRF) How to make a strong application

Presented by:
Glenys Schuntner
Chief Executive Officer
RDA Townsville and North West Queensland

Building Better Regions Fund

Goals today

1. Quick snapshot of BBRF
2. How to make strong applications
 1. Having the right project
 2. Addressing the 4 Criteria
 3. Other tips
3. What RDA can do to help

Disclaimer – the Australian Government has not yet released the actual application form. The following information is provided based on the Guidelines and is subject to the application form being reviewed. RDA is providing this advice in good faith to support applicants in making strong applications. RDA accepts no liability or responsibility for or in respect of any use of or reliance upon information in this presentation.

BBRF Introduction

Minister for Regional Development Senator the Hon Fiona Nash launched the guidelines on 23 November

\$297.7m over four years

Department of Infrastructure and Regional Development grant delivered through the Department of Industry, Innovation and Science

Aims to create jobs, drive economic growth and build stronger regional communities into the future

2 Streams

infrastructure projects – deadline 28 February, 2017 \$20,000 to \$10 million

community investments – deadline 31 March, 2017 \$5,000 to \$10 million

Capital city projects, except Darwin and Hobart, are excluded from this program

Applicant Eligibility (see 5.2 in each guideline)

Local governments

Not-for-profits (For the Infrastructure Stream, NFPs must be established more than 2 years)

Joint applications possible with eligible lead applicant – anyone can be a partner



Infrastructure Stream

Co-funding (5.6) and Exemptions

Project Eligibility (5.7)

Ineligible projects (5.9)

Merit criteria (6)

Assessment (7)

Score loading (7.2)

Community Investment Stream

Co-funding (5.6) and Exemptions

Project Eligibility (5.8)

Ineligible projects (5.9)

Merit criteria (6)

Assessment (7)

Score loading (7.2)



Having the right project (see Section 5 in each guideline)

Infrastructure – construction of new infrastructure or the upgrade or extension of existing infrastructure. **The replacement of existing infrastructure will only be eligible where you can demonstrate significant increase in benefit.**

Community Investment – must be new to the community or a significant extension to current activity. **They must deliver significant new benefits.**

Merit criterion 1 – Economic benefit

The economic benefit your project will deliver to the region during and beyond the construction phase (15 points)

Economic benefits for a region may cover increases in economic activity, improvements in productivity, wider access to markets or fairer and more equitable economic outcomes. Examples of how your project could demonstrate these economic benefits include:

- increasing the number or value of jobs, new businesses or the production of goods and services in the region (this includes direct and indirect opportunities created through the project)
- providing opportunities for growth in existing sectors, e.g. tourism, agriculture, manufacturing the use of local suppliers and goods
- increasing efficiency of the transport system or service delivery
- increasing Indigenous economic participation – including Indigenous employment and supplier-use outcomes
- the degree to which the project delivers benefits beyond the construction phase.

Economic benefit

1. Provide the details of the problem or opportunity you are addressing, eg

- Long term unemployment
- Youth unemployment
- Closure of an industry or large employer
- Growth of an industry with opportunity in your area – eg tourism, agriculture...

2. Back it up with statistics, other data, surveys or reports, for example:

- www.qgso.qld.gov.au Queensland Government Statistician's Office
- www.abs.gov.au Australian Bureau of Statistics
- www.lmip.gov.au Australian Government Labour Market Information Portal
- <http://www.tourism.australia.com/statistics.aspx> Tourism Australia (TA) Statistics
- <http://www.tourism.australia.com/statistics/consumer-demand-research.aspx> TA Research
- <http://teq.queensland.com/?redirect=www.tq.com.au> Tourism and Events Queensland
- <http://www.agriculture.gov.au/abares> - Australian Bureau of Agricultural and Resource Economics and Science
- <https://www.daf.qld.gov.au/> Department of Agriculture and Fisheries
- Reports done by governments, industry associations, regional economic development organisations
- Try doing a local survey – eg on surveymonkey if you cannot draw upon existing data from your community

Economic benefit

3. What are you going to do that will make an impact on this issue or capture this opportunity to create economic benefits? What is the output – the thing you build or do?

- In the case of Infrastructure projects, write about what is involved in the construction stage and the operational stage
- In the case of Community Investment projects, write about what is involved in the activity stage and the period beyond the activity

Tips

- Paint the picture of the stages of work, types of skills and people involved. What will be the final product/output?
- Keep linking your story back to the problem or opportunity you are addressing

Economic Benefit

4. What are going to be the outcomes of your project? What are the benefits to your local economy, jobs, productivity in relation to the problem or opportunity you are addressing?

This must include not only qualitative statements but also numeric estimations based on economic impact assessments, or use of previous case studies that can provide an indication of the type and quantity of benefits that will be delivered.

- How many full-time equivalent (FTE) positions will work on the construction stage or in the delivery of the activity?
- How many FTE positions will be created directly in the operational stage?
- What further employment will be created as a result of benefits flowing on in the community?
- How many local apprentices will be employed? And how will that assist the growth of local businesses? How many volunteers will get on-the-job work experience to upskill for future employment?
- What type of new work and business opportunities and how many will be provided for Indigenous people?
- How will the project enable the attraction of new investment, new businesses, other new opportunities and quantify the expected investments?
- If you are delivering an event, how many people will attend? How much local expenditure/ economic contribution will it make?
- Will a road bottleneck be improved and what would be the increases in productivity for road users? Time savings? Cost savings?
- What will be the on-going benefits? Over what period? What future benefits can be catalysed?

Merit criterion 2 – Social benefit

The social benefit your project will deliver to the region during and beyond the construction phase (10 points)

Social benefits for a region may cover increases in regional amenity, improving community connections and inclusion and providing opportunities for learning and knowledge creation. Examples of how your project could demonstrate these social benefits include:

- making a region a more attractive place to live
- improving community connections and social inclusion
- supporting or protecting local heritage and culture
- strengthening community institutions, governance and leadership capacity
- increasing community participation in local decision making (only in the Community Stream)
- increasing community volunteering
- the degree to which the project delivers benefits beyond the construction phase/ project period
- addresses disadvantage within the community.

Social benefit

1. Provide the details of the problem or opportunity you are addressing, eg

- Declining population – infrastructure and activities to attract and retain residents
- Saving a heritage building and creating new opportunities for its use e.g. tourism, culture, community events
- Disharmony, petty crime - creating greater community cohesion through community facilities and activities
- Understanding disadvantage in the community and how facilities and activities can address that

2. Back it up with statistics, other data, surveys or reports, for example:

- www.qgso.qld.gov.au Queensland Government Statistician's Office - Socio-economic indicators
- www.abs.gov.au Australian Bureau of Statistics
- <http://www.tourism.australia.com/statistics.aspx> Tourism Australia (TA) Statistics
- <http://www.tourism.australia.com/statistics/consumer-demand-research.aspx> TA Research
- <http://teq.queensland.com/?redirect=www.tq.com.au> Tourism and Events Queensland
- Reports done by governments, community organisations
- http://sistercitypartners.com.au/wp-content/uploads/Culture-Matters_Succinct_small.pdf - a report by Townsville City Council on the value of the culture sector with various case studies
- Try doing a local survey – eg on surveymonkey if you cannot draw upon existing data from your community

Social benefit

3. What aspect of your project will make an impact on an identified social problem or capture the opportunity to create social benefits?

- In the case of Infrastructure projects, write about social benefits during the construction and/or operational stage.
- In the case of Community Investment projects, write about the social benefits in the activity stage and/or the period beyond the activity.

Tips

- Paint the picture of the way in which the project will deliver in regard to social benefits.
- Keep linking your story back to the problem or opportunity you are addressing.

Social Benefit

4. What are going to be the social outcomes and benefits of your project? What are the benefits to your local community in relation to the problem or opportunity you are addressing?

This must include not only qualitative statements but also numeric estimations based on economic impact assessments, or use of previous case studies that can provide an indication of the type and quantity of benefits that will be delivered.

- How will the project help create more equitable access to facilities and events and opportunities?
- How many people will directly and indirectly benefit?
- How will volunteerism be encouraged and how many volunteers will be involved?
- How will people of different backgrounds be involved and benefit and how many?
- How many Indigenous people will be included, involved and have access to the opportunities?
- How will the project enable the development of other new opportunities?
- If you are delivering a community focussed event, how many people will attend? How will they benefit? How will the community benefit?
- What impact with the project have on local crime?
- What impact will the project have on community cohesion?
- What impact will the project have on community planning and engagement in decision making?
- What will be the on-going benefits? Over what period? What future benefits can be catalysed?

Merit criterion 3 – Value for money

The value for money offered by your project (5 points)

You may demonstrate the value for money through identifying:

- the extent to which the project leverages additional funding (this includes cash contributions above the co-funding requirement and in-kind contributions)
- the extent to which the project leverages additional partnerships
- the likelihood of the project going ahead without the grant funding. Explain how the grant will impact the project in terms of size, timing and reach.

Tips

- Leveraging is king – the more the better
- Partnerships are powerful – increases complexity but can reduce risk; emphasises that a project is serious
- Demonstrating that a grant will get a project over the line to get started, or bring a project forward to more urgently address a critical need will add weight.

Merit criterion 4 – Project delivery

Your capacity, capability and resources to carry out the project (5 points)

You may demonstrate this through identifying:

- your readiness to commence the project with appropriate approvals planned for or in place
- your track record with similar projects including managing similar grant funding
- your access to people with the right skills and experience
- your access to infrastructure, capital equipment, technology, intellectual property
- how you will operate and maintain the infrastructure and benefits of the project (see section 9.4).
- a detailed Project Management Plan which addresses project:
 - scope
 - implementation methodology and how you will manage project dependencies
 - timeframes
 - budget/costing
 - risk.

Other tips for success with BBRF - **Planning**

- Have your project well developed and as close as possible to “shovel ready”
 - If not well developed, consider applying for the next round
- Have a project and application development team with tasks and deadline dates set – use a gantt chart or other project management tools
- Understand the contract and reporting requirements should you be successful
- Understand the method for submission and register in advance

More tips for success in BBRF – Writing

- Put yourself in the shoes of the reader
 - Do they know where you are?
 - Do they understand distances?
 - Do they understand the scale of impact even if numbers are smaller in rural areas
 - Use percentages as well as numbers to make the case for the scale of impact
- Mirror language – eg key words in selection criteria
- Use clear and concise language, preferably third party
- Explain acronyms and use sparingly
- Focus on the positives
- Prepare and present accurate and realistic budgets – explain higher costs in remote areas
- Use appropriate supporting materials as prescribed
- Adhere to word limits

More tips for success in BBRF– **Review and Submit**

- Review
 - Independent
 - Every word – grammar, spelling, acronym creep, jargon
 - Double check the budget
 - Double check you have all required documents
- Submit
 - Comfortably before the deadline
 - Record and file all docs



RDA will help with

1. Workshops on guidelines – December
2. Advice to individual project proponents about their project's alignment with the grants and criteria – throughout the application period
3. Workshops on building stronger answers to the criteria – January/ February
4. Advice in newsletters on making strong answers to the criteria – Jan/ Feb/ Mar
5. Letters of support – requests can be made to RDA, at info@rdanwq.org.au, as long as the project's business case/ or the draft application are provided with the draft answers to the criteria.
 1. Infrastructure deadline to ask RDA 3 February
 2. Community Investment deadline to ask RDA 3 March

For more information on BBRF

<https://www.business.gov.au/assistance/building-better-regions-fund>

Call 13 28 46

To discuss projects, please contact
Glenys Schuntner, Chief Executive Officer
Sarah Thornton, Executive Assistant
07 4410 3655; info@rdanwq.org.au

*Thank you for your interest and
for also completing our survey*