

Application for Funding Projects



About this form

This form enables you to make an application for funding over \$100,000 from the Provincial Growth Fund for applications relating to the delivery of projects.

You will need to use the Express Form if your application is for an activity under \$100,000 or the Development Phase Form if your application is within the Development phase of a Project (i.e. feasibility / business case).

These forms are available on the [Provincial Growth Fund website](#)

Purpose of the Provincial Growth Fund

The Provincial Growth Fund aims to lift productivity potential in the provinces. Its priorities are to enhance economic development opportunities, create sustainable jobs, enable Māori to reach their full potential, boost social inclusion and participation, build resilient communities, and help meet New Zealand's climate change targets.

Completing this form

Please complete all sections fully and accurately. Square brackets and italics indicate guides.

Please see the PGF website, or contact your regional relationship manager, for further support.

Submitting your application

All completed forms must be emailed to PGF@mbie.govt.nz with a clear subject included.

If you are a Trust (or applying on behalf of a Trust), then you must provide a copy of your Trust Deed.

Next Steps

Applications will be assessed for eligibility, as well as how well they will deliver on the aims of the Provincial Growth Fund. One of our team will be in contact regarding your application.

Funding Agreement

The template funding agreements can be found on the [Provincial Growth Fund website](#)

Public disclosure

The Provincial Development Unit is responsible for leading the Provincial Growth Fund's design, administration and monitoring its operation in consultation with other government agencies. In the interests of public transparency, successful applications may be published by the Provincial Development Unit. Commercially sensitive and personal information will be redacted by reference to the provisions of the Official Information Act 1982. Please identify by highlighting any information in your application that you regard as commercially sensitive or as personal information for the purposes of the Privacy Act 1993.

Part A: Key Details

Please note that if the funding agreement will not be held with the applicant (i.e. applying on behalf of another organisation), then we require the details of that organisation.

1. Proposal Title:

2. Please provide a very brief description of the project/activity:

The NZ Shearing Contractors Association will develop and deliver a sustainable, integrated training model for the shearing and wool handling industry that will avert a crisis for the wool sector and create significant employment opportunities and economic growth for regional New Zealand. PDU funding support will sponsor two (one in each island) Commercial Informa training programmes where Commerc people will receive training and Commerc new jobs will be created. The other Commerc trainees will be existing employees / trainees looking for more training.

training [If you had 30 seconds, or 50 words, to explain to someone with no knowledge of your sector what your project is, what would you say... i.e. what you will be doing, why, and what the outcome will be]

3. Please provide the details of the applicant organisation/entity for which funding is being requested:

Legal Name:	NZ Shearing Contractors Association
Entity Type:	Incorporated Society
Registered Offices / Place of Business:	Ashurst
Identifying Number:	509145
Organisation's Website:	www.nzshearing.co.nz

4. Please provide the contact details for a person as a key point of contact):

Contact Name and Role:	<small>Privacy of natural persons</small> – Executive Officer		
Email Address:	<small>Privacy of natural persons</small>	Telephone:	<small>Privacy of natural persons</small>

5. Please describe the principal role or activity of the applicant organisation.

NZSCA represents the interests of NZ shearing contractors in NZ by working with members to improve working conditions, health and safety, animal welfare, business practices, training and development, and general awareness of issues within the sector. The Association has a strategic plan, that is in the second year of execution, Commerc part time staff and an Executive Committee, which meets 4 – 5 times annually, that oversees operations. The membership of the Association has now grown to represent approximately 110 businesses, up from approximately 65 only 18 months ago.

6. This project will be based in the region of:

7. What type of funding is this application for:

[Note: the most appropriate funding type will be determined by the PDU in consultation with the applicant]

8. What is the activity / funding start and end date?

Start Date:	<small>Commercial Information</small>	Completion Date:	Click here to enter a date.
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9. Has this project / activity been previously discussed with any part of Government? Yes: No:

- If Yes, please describe which part of government, and what the outcome of the discussions were.

In 2017/2018 an entity named Te Ako Wools was established between Primary ITO, NZSCA and various wool industry organisations to develop a shearing and wool handling training model across New Zealand. This entity ultimately failed because the business model (funding and qualifications framework) did not fit the industry (one example was it didn't suit a transient work force and an industry standard is seen as more beneficial than a formal qualification) and not enough resource was invested into actual training needs with approximately 60% going towards overheads and satisfying the various needs of the qualifications framework.

Primary ITO is currently developing micro-credentials for the industry. NZSCA has met with them to explain its reservations with micro-credentials. Primary ITO acknowledges these limitations (primarily no standardised training and assessment as well as lack of emphasis on shearing techniques) and has indicated its support for the NZSCA pilot scheme as well as being open to further discussions about how the Primary ITO and NZSCA programmes can come together in the future. Primary ITO has provided a letter of support reinforcing the above points.

The current proposed model differs significantly from the Te Ako Wools experiment as mentioned above.

10. Have you previously received Government funding for this Project? Yes: No:

- If Yes, please list which part of the Government, when the funding was received, and how much under Q11.

11. Please set out the proposed sources of funding for the Project:

Source of Funding: <i>[please indicate where all other funding is sourced from, noting who the funder is]</i>	\$ (excluding GST)	Status / Commentary <i>[i.e. received / confirmed / in principle]</i>
Provincial Growth Fund Funding (through this application)	\$1,864,000	Current Request
NZ Shearing Contractors	\$ <small>Commercial Information</small>	Confirmed commitment
Total:	\$ <small>Commercial Information</small>	Over <small>Commercial In or</small>

Part B: Project Description

12. This application is: “a stand-alone activity” or “in support of a wider project/programme”

13. Will additional funding be required in the future? Yes: No:

If Yes, please describe at a high level, what this may include, and when this is likely to be applied for.

NZSCA’s strategy is to develop strong pilot programmes with the use of PDU funding that prove the training model, then encourage TEC to commit to an industry approved national training programme that is also aligned to the needs of Primary ITO. Meetings have already been held with Primary ITO sharing this vision and it is aligned with what NZSCA is seeking to achieve. Written support from Primary ITO is provided.

14. Has a feasibility study, or equivalent, been conducted prior to this application? Yes: No:

- If Yes; please provide a copy, including an overview of the feasibility study and any outcomes..
- If No, please explain why not; and how feasibility/viability of the project has been assured.

This project is well informed by the Te Ako Wools project and by the current operations of Commercial Information, who will be the training provider to the entity that the NZSCA will establish. Since Te Ako has discontinued, NZSCA has taken the opportunity to stage numerous meetings with industry organisations and training providers to learn why this project did not work and then develop a new model.

15. Please provide a detailed description of this project for which funding is being applied:

[Note: please describe what the funding is for, why it is required, what the project will do and how it links to other projects or activities. A description of the benefits is asked elsewhere.]

The purpose of this project is to develop two wool harvesting (shearing and wool handling) pilot training centres – one in the Gisborne / Hawkes Bay region and one in the Otago / Southland region.

The key activities of the pilot programmes will be:

1. Industry Attraction

- Investment in promotions in secondary schools in the regions
 - The secondary schools identified include:
 - Commercial Information
 - [REDACTED]
 - [REDACTED]
 - [REDACTED]
 - Develop presence in schools through relationships with careers advisers, attending careers days, developing promotional information about the pathway and value proposition of shearing and wool handling. There may also be opportunities to connect with programmes [REDACTED] Commercial Information [REDACTED]
 - Drive student interest to practical on online training opportunities
- Develop online material.
 - This online presence will create familiarity for novice shearers and wool handlers and encourage them to take the leap of making a step towards practical training
 - It will also provide refresher opportunities for some trainees who cannot make practical sessions with trainers.
 - A lot of this material has already been developed through a relationship with and Australian provider. Some time and investment will be required to adjust some information to a New Zealand context.

2. Development of Centres of Excellence (COE)

- The improvement of shearing shed facilities to produce safe world class environments for shearing training throughout regional New Zealand. 2 – 3 sheds in each pilot region will be chosen.
- Ensuring relationships are strong with the farmers adjacent to these sheds so that the sheep required for training are available.

3. Development of Industry Standards (Seals)

- These are similar to the standards that were operating successfully prior to the development of the qualifications framework. These will be owned by the entity established to operate the training programme – [REDACTED] Commercial Information [REDACTED]

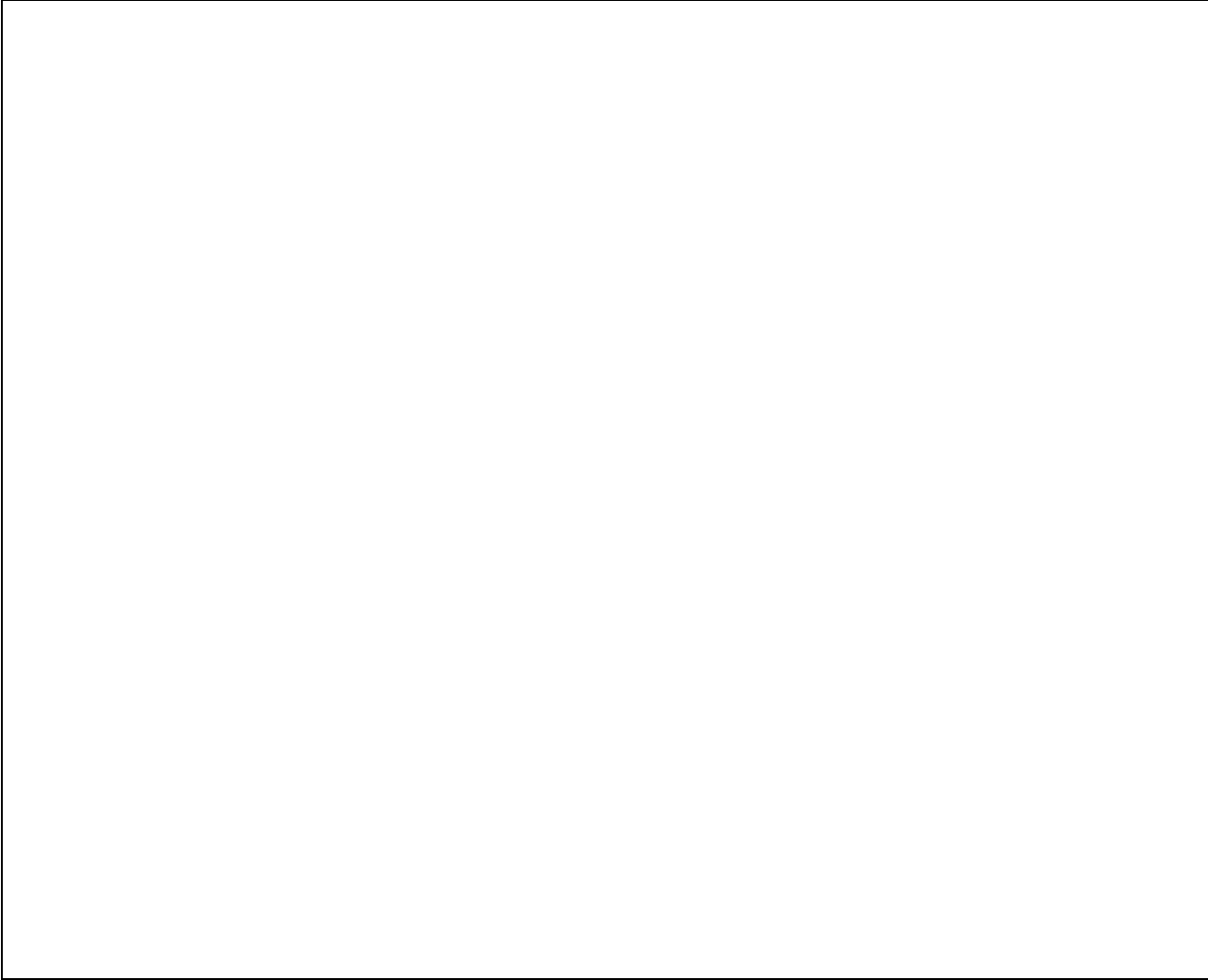
4. Delivery of Courses

- [REDACTED] Commercial Information [REDACTED] will be contracted to deliver 1 – 4 day training courses within the pilot regions at the Centres of Excellence.
- Refresher programmes will be operated on site or via on line modules, depending on the training required and the
- These programmes satisfy the industry need – eg the requirements of farmers, shearing contractors and ‘down-stream’ industry stakeholders such as wool brokers, meat companies, wool brands [REDACTED] Commercial Information [REDACTED]

5. Full Employment Guaranteed

- NZSCA members guarantee the full employment of all graduates from this training programme.

- **Commercial Information** will provide an 'employment hub' service that co-ordinates the seasonal work-flow for shearing contractors throughout New Zealand.
- To compliment the work and availability of shearing training, trainees will be able to undertake practical on-farm training and a range of pastoral care modules such understanding more practical administrative functions of business such as banking, insurances, financial planning and budgeting as well as health, safety and well-being. This will be delivered under a structured programme and facilitated and co-ordinated by **Privacy of natural persons** who has a strong interest and background in this area **Privacy of natural persons**.
- Detail of the contracting structure for trainees is being developed. A potential arrangement is that trainees sign contracts with employers (shearing contractors) who in turn sign onto a collective with **Commercial Information** whose responsibility it is to manage the work levels for trainees by considering seasonal demands across New Zealand. As above, a range of pastoral care opportunities will be delivered through **Privacy of natural persons** who will also have a service level agreement with **Commercial Information**.
- Further emphasis in pastoral care will be developed through the use of the NZSCA health and well-being initiative **Commercial Information** modules on mental and physical well-being will be refreshed.



16. How does this project demonstrate additionality within the region?

[Please cover:

- Why the project is not already underway.
- How the project provides a new asset and is not seeking maintenance funding.
- The benefit of Central Government funding (i.e. over alternative sources).
- Why this project will unlock the potential within the region.]

The project is not currently underway because historically this training was funded by the old New Zealand Wool Board levy. This levy does not exist now. More recent attempts to drive this project were through the failed Te Ako Wools initiative (described earlier) which was funded by the Tertiary Education Commission and operated with Primary ITO.

When Te Ako Wools was discontinued, TEC withdrew funding for training.

The aim (within Commercial Information) of this initiative is to ensure that funding from the PGF can provide a proof of concept case in two pilot regions to ensure a strong case for TEC to revisit the need to support shearer and wool handling training. The anticipated success of the proposed programme combined with the imminent changes in the tertiary education / training sector (and strong signals about the critical importance of industry and employer led training) means NZSCA believe that TEC convinced to see the merits of the proposed programme being rolled out nationally, once proven in the pilot schemes. Initial discussions with government agencies have been positive but it is a potential risk, if NZSCA cannot bring educational / funding providers together over the Commercial Information project.

There are a variety of ways in which the project can unlock potential in the regions:

Guaranteed jobs for all trainees will result in immediate additionality of economic impact. A realistic estimate for the number of trainees is Commercial trainees across both pilot regions per annum. Of the Commercial trainees, Commercial will be new where new jobs are created. The remaining Commercial will be current in the industry seeking refresher training or upskilling. They will then go on to earn a minimum of \$Commercial Info each per annum in Commercial Information of employment. This means an automatic injection of a minimum \$Commercial million economic activity across these regions in Commercial Information. As the wages for these shearers increase, with their proficiency, and the next intake of shearers complete training on the basis of 50 per region, per annum then the economic impact is significant. This does not include the other down-stream economic spin-offs and is also Commercial% funded by the industry (farmers and shearing contractors).

More productive, stable, together communities. Creating this level of employment will provide families and therefore small communities in rural areas having greater certainty of income and all of the positive attributes associated with stable employment – self-esteem, mental and physical well-being, positive family relationships

Animal welfare. Lack of proper, well-resourced training means there is a significant risk to the brand of the wool industry and all associated interest groups (retail brands, brokers, research institutes) as well as the broader New Zealand Inc brand. Traceability, authenticity of product and reassurances of ethical behaviour at all parts of the supply chain are growing trends internationally. The wool harvesting industry has been unable to adequately respond to this risk because the lack of investment in training. The impact of major animal welfare incidents in the sector is real and is a significant risk to the viability of regional communities if not addressed. Investment in training addresses the need.

Addresses the imminent crisis involved in New Zealand not being able to shear sheep.

There are an estimated Commercial FTE's in the wool harvesting industry for Australia and New Zealand.

Approximately Comm% of this workforce alternates between NZ and Australia. Approximately Comm% of this workforce are long-term experienced shearers who are approaching retirement. The Sheep numbers have fallen to 23m sheep in New Zealand. Expectedly the wool harvesting workforce has fallen at the same, but at a greater rate with lack of training and opportunities and pay rates in Australia being the main reasons. The ratio of shearers to sheep numbers is now at its lowest level.

In order to retain the workforce in New Zealand, the shearing price per animal has increased by 26%. This has resulted in work force shortages in Australia which are widely tipped to lead to an increase in a significant lift of wages there. Individually and collectively these factors will impact the wool harvesting industry negatively.

This is the scenario the industry currently faces. The contraction of the wool harvesting workforce by 10% would result in either:

- 2m less sheep being shorn.
- Shearing contracting prices rising significantly
- Some combination of the above

If the anticipated price rise in Australia proceeds, the loss of New Zealand workforce could be as high as Commercial%, impacting Commercial sheep being shorn. Another significant price increase would be required in New Zealand to meet the market in Australia. The result is a significant contraction of stock numbers in New Zealand and a flow on negative impact with an increase in the price of ewes and higher costs to farmers. On international markets the price of New Zealand sheep meat could become uncompetitive or significantly below the cost of production. The economic loss estimated on the basis of a price of an animal at \$Commercial and a herd contraction of Commercial is \$Commercial. An extra Commercial to shear an animal over Commercial sheep with two shears a year is an extra \$Commercial of cost. This is at the low end and does not take in the costs incurred through-out the supply chain.

17. How is the project connected to regional (and sector) stakeholders and frameworks?

[Please provide an overview, including any evidence where appropriate of any relevant local and regional support, either via existing regional development mechanisms (i.e. regional plans), or through any other relevant body (i.e. council, iwi, hapū, or other representative group). If you do not have support, please explain why not and how you intend to get it]

All industry stakeholders unequivocally support this project. Research institutes, meat companies, wool brokers, wool and industry advocacy agencies, unions, owners of major retail brands, farmers and shearing contractors are all aligned that the investment in wool harvesting training is absolutely critical to the future of the industry. They also acknowledge the importance of this initiative in safeguarding and growing smaller provincial areas. Letters of support from a cross-section of these organisations form part of the application.

An obvious question is that given this groundswell of support then why are these organisations not financially investing in it themselves? The answer is simple in that none of these organisations (except for possibly NZSCA who simply doesn't have the resources) have wool harvesting training at the core of their purpose for existing or are mandated or funded by membership or any other funding source. Further, many of these groups are subject to the same challenges of training that NZSCA face with a challenging qualifications framework to work through.

Iwi and regional economic development agencies are groups that have also been identified for potential support. However, it is strongly felt that a proof of concept is required to engage meaningfully with these groups. This is similar to the approach that will be undertaken with TEC. Once the strength of the programme is proven then many avenues to explore the potential strategic opportunities between these groups will present. Re-enforcing this, over Comm% (anecdotally) of all employees in the sector are Maori.

18. How will your project lift productivity potential in the regions?

[We want to understand how your project will meet the primary objective of the fund: “to lift productivity potential in the regions”. Please provide a description of this and where relevant, please cover how your project contributes to the following outcomes:

PGF Outcome	✓	How will the project positively or negatively impact this outcome in the region(s) identified?
1. Increase economic output	✓	Guaranteed full time work for approximately ^{Commerc} trainees over ^{Commercial Informatio} will create immediate economic activity of \$ ^{Commercial} +.
2. Enhance utilisation of and/or returns for Māori assets	✓	^{Comm} % of all employees in the wool harvesting industry are Maori. The potential for meaningful industry training that leads to guaranteed, relatively high paying jobs, will be incredibly positive for Maori communities in regional areas.
3. Increase productivity and growth	✓	The wool sector is at a crisis point. The training initiative has the ability to avert this crisis and this is outlined in detail on pages 7 and 8 of the application.
4. Increase local employment and wages (in general and for Maori)	✓	^{Commerc} trainees. ^{Commerc} new jobs in regional areas, with guaranteed employment being paid \$ ^{Commercial Information} in ^{Commercial Inf} of employment and rapidly growing to \$ ^{Commercial Inform} pa after ^{Commercial Information} . At least ^{Comm} % of these employees will be Maori. The remaining ^{Commerc} trainees will already be in the industry and seeking refresher or upskilling training.
5. Increase local employment, education and/or training opportunities for youth (in general and for Māori)	✓	Yes this will be achieved as outlined above.
6. Improve digital communications, within and/or between regions	<input type="checkbox"/>	<i>[Insert your relevant commentary here]</i>
7. Improve resilience and sustainability of transport infrastructure, within and/or between regions	<input type="checkbox"/>	<i>[Insert your relevant commentary here]</i>
8. Contribute to mitigating or adapting to climate change	<input type="checkbox"/>	<i>[Insert your relevant commentary here]</i>
9. Increase the sustainable use of and benefit from natural assets	✓	It is vital to ensure that land dedicated to sheep farming in New Zealand remains dedicated to this. The typography and sheer scale of the land could not attract alternative uses and it is important to be maintained productive in this area.
10. Enhance wellbeing, within and/or between regions	✓	The benefits of creating and guaranteeing employment (with high proportion of Maori), in well paying, stable jobs where training has an emphasis on physical and mental wellbeing will significantly enhance the regions.
Total number of outcomes project contributes to	7/10	

19. Has public consultation been conducted?

Yes:

No:

If yes, , what were the results?

If no, , is there a plan to do so?

[insert your commentary here]

Yes. We've had meetings with industry organisations such as Commercial Information
[REDACTED] We have also met with
 Minister O'Connor on this project.

All entities / individuals met with are supportive of the initiative and many have provided letters of support for the application.

20. Has any customer demand analysis been undertaken?

Yes:

No:

- If yes, please provide a description of the analysis and its outcomes:
- If no, please describe why, and how you are sure of the need for the asset:

[insert your commentary here]

The anecdotal evidence overwhelmingly points to the need for more shearers. This has been difficult to quantify in detail but the broad issues are outlined above and on pages 7 and 8 of the application.

21. Where the project utilises land, does the land have any other interests associated with it? (i.e. Treaty claims, or iwi/hapū ownership)

Yes:

No:

[insert your commentary here]

Not applicable

22. Is the land is owned by others, i.e. not solely by the applicant?

If yes,, then please describe the other interests and how will this be managed?

[Insert your commentary here]

Not applicable

23. Does the land have appropriate Resource Management Act consents?

Yes:

No:

If no, how and when will this be addressed?

[insert your commentary here]

Not applicable

Part C: Project Delivery

[Please note – this section refers to the actual activity associated with this application.]

24. Please provide an overview of the project management approach / plan for this activity.

[We would like you to demonstrate:

- *How the activity will be managed from your organisation?*
- *What involvement is required by the Provincial Development Unit?*
- *What other partners are required for successful delivery? (demonstrating this with diagrams where possible)*
- *What project management practices will be in place?*
- *Who are the key personnel within the organisation relating to this project?*
- *Please include bio's and provide an organisational/project structure where possible*
- *Please attach a copy of your health and safety policy that will apply for this project].*

NZSAC will lead the establishment of Commercial Infor (an industry representative organisation tasked with leading the development of training) which will essentially exist to contract the services of a training provider – Commercial Information who will deliver the training in the pilot regions. Commercial Informat board will have a combination of industry representatives and independents. It will own the industry training standards, approve the training programme, ensure financial accountabilities and focus on the strategic issues facing training.

NZSCA is seeking funding from the Provincial Development Unit to establish and deliver pilot programmes in the north and south islands. It is anticipated that after Commerc successful years of the programme (where Commerc new jobs will be created) that it will be possible to attract the funding available through government agencies (most notably Tertiary Education Commission) to fund the programme. At this time the programme would grow to becoming a national programme. The pilot programmes will be a proof of concept phase. The Commercial Infor Board will meet appropriate reporting / accountability requirements from PDU.

Potential partners have been identified to become involved after the proof of concept phase. These include industry groups, regional development agencies and businesses with connection to the industry. It is not a priority to formalise these partnerships at this stage but rather develop these partnerships during the pilot programmes to illustrate what is possible.

There is no need for extensive project planning practices. Commercial Information have the programmes ready to deliver. Key milestones are securing the funding to run the pilots, NZSCA leading the establishment of the Commercial Infor Board and then contracting Commercial Information with appropriate accountabilities and reporting processes.

The key people involved in the project from NZSCA and Commercial Information are:

NZSCA

Jamie McConachie: former President of the Association, Privacy of natural persons

Mark Barrowcliffe: Current President of the Association and large scale shearing contractor.

Commercial Information
Privacy of natural persons

Privacy of natural persons

Privacy of natural persons

The Health and Safety plans / processes for the programme fall under the following areas:

- the centres of excellence that will be developed;
- **Commercial Information** an online HSE portal developed by NZSCA in conjunction with Work Safe, ACC and Federated Farmers. It provides tools for shearing contractors, farmers and staff involved in shearing. It has broad industry acceptance and approval. **Commercial Information** HSE practices replicates **Commerc** so there is industry wide adoption throughout training.

25. Have you have independent verification of the project approach / plan? Yes: No:

If yes, who verified the project and when?

[insert your commentary here]

26. Please provide us with a project plan, where possible please attach a schedule (i.e. Gantt chart):

[Please use the following table to describe the milestones of the project, if preferred, a schedule can be provided]

#	Project Activity	Responsible:	Date / Period:
1	Development of Wool Harvesting Training Plan and Materials	Commercial Information	Commercial Information
2	Establishment of Commercial Information	NZSCA Committee	Commercial Information
3	Contract for Services with Commercial Information Developed	Commercial Information	Commercial Information
4	Training commences	Commercial Information	Commercial Information
5	Quarterly reporting to PDU	Commercial Information	Commercial Information
6	School Programmes commence	Commercial Information	Commercial Information

27. Please provide a complete breakdown of the costs of the project to assist us in understanding where the funds will be utilised:

[Note that figures in this table must align with other figures provided in Q11. Please use as many lines as it takes to provide us with the appropriate detail. If more suitable, please attach a budget spreadsheet to this application]

Cost Description:	\$ (excluding GST)
Establishment & operating of Commercial Information	\$ Commercial Info
Investment in Centres of Excellence (CAPEX)	\$ Commercial Info
Pastoral Care / School Programmes	\$ Commercial Inform
Development of Programme Materials (including upgrading of well-being section of Commercial Information)	\$ Commercial Inform
Training Services (Delivery of Training to approximately Commerc trainees)	\$ Commercial Information
Total	\$ 1,864,000

28. What are the proposed deliverables if funding is approved?

[Please use the following table, consider what deliverables there will be, when, and whether there are any payments associated with them and against what criteria payment should be made. If it is a single deliverable with single payment, please just use one line]

#	Description	Payment criteria:	Invoice Value \$ (Exc. GST)	%	Invoice Date:
1	Project Set-up / Foundations	Signing of PDU Agreement Establishment of Commercial Inform Board Training materials and industry award finalised Update report provided	\$ Commercial Inform	Comm%	Commercial Informatio
2	Delivery 1	Delivery of shearing training begins Update report provided	\$ Commercial Inform	Comm%	Commercial Informatio
3	Delivery 2	Review Commercial In of training programme provided Delivery of Commercial In school programmes / shearer training Schools programme is rolled out	\$ Commercial Inform	Comm%	Commercial Informatio
4	Review	Review of Commercial Infr Recommendations and finalisation of strategy for national training programme	\$ Commercial Inform	Comm%	Commercial Informatio
]	Click here to enter a date.

29. Please provide a description of why Government funding is required to deliver this project?

[Specifically, please set out why the funding cannot be sourced from other sources (e.g. banks, investors)]

TEC currently has the funding that was being made available for training in the wool harvesting industry and since the removal of the wool levy the responsibility for training has been with central government. NZSCA has approached a wide range of industry stakeholders. These groups do not see the provision of training as a core purpose for them to be involved in but are all fully supportive of the need for training. Also, all groups referenced the difficulty in gaining non-government support given the uncertainty of the training sector currently.

NZSCA does not have the resources to fund a training programme and a full user pays training model is putting incredibly high barriers in the way of training young people.

30. Please provide an overview of the applicant's relevant skills and experience for delivering a projects of this nature:

[We would like to understand your relevant experience to assist in delivering this project. In addition, any track record you may have delivering projects of a similar size, scope, or complexity, and how these projects will enable the future success of your business. If you do not have the experience, then please indicate how you will manage this risk.]

NZSCA was established approximately 35 years ago and is responsible for acting in the interests of the wool harvesting industry. It counts approximately 110 businesses as members which represent approximately 80% of the sheep shorn in New Zealand annually. The committee of 10 includes some of the largest and most well respected shearing contractors in the country.

Commercial Information

31. Please explain the Governance arrangements for this project

[We would like to know about how your organisation will govern the project/activity, as well as how other organisations may be involved (i.e. the Provincial Development Unit, local council, or iwi/hapū) in the governance procedures. Specifically please name who is on the governance board / leadership team]

As previously mentioned, Commercial Inform will have a Board comprising of well-known and respected industry leaders and independent directors who have a connection to the agriculture sector. This will remain in place during the pilot programmes for proof of concept. Once more long-term government funding is secured and there is the opportunity to engage with more strategic partners then the Board composition will be reviewed.

32. What procurement process has been undertaken (i.e. selection of a provider), or will be undertaken, and how will

that be managed?

[We wish to understand how you will approach the market effectively and ensure value for money is delivered, noting that public money is being utilised. If you have already been to market, then please describe who the supplier(s) are, how/why they were selected, and what the contractual arrangements are]

Centres of Excellence: this requires the provision of up to date equipment in sheds (eg anti-lock hand pieces) and have been budgeted at \$^{Commercial Inform} per shed.

The proposed costs for the training programmes are fair and reasonable and seen as acceptable in the industry. These are attached as a side-document to the application. ^{Free and frank opinions}
^{Commercial Information} NZSCA have worked closely with ^{Commercial Information} to develop the cost model and is comfortable with this.

The cost of the development of training materials will also be tested in the market with 2 quotes required before the approval of this work. NZSCA knows the actual cost of upkeep, maintenance and development is approximately \$^{Commercial Inform} per annum.

We are currently consulting on the development of the pastoral care programme and are having discussions with ^{Privacy of natural persons} about the development of this. Indicative costs for these services / programmes have been included at this stage.

33. What risks are associated with the delivery of this activity?

#	Risk	Mitigation approach	Rating
1	TEC and Primary ITO do not support the national scheme after the pilots are completed	Positive discussions with Primary ITO have already been had and they are indicating strong alignment with the approach. The strongest mitigation is constant communication and updates with all of the key government agencies throughout the pilot phase	Low
2	Managing the seasonal work flows for trainees	^{Commercial Information} will establish an employment hub with shearing contractors and various pastoral care programmes that combined should ensure the trainees are constantly in training and / or employment.	Low
3	[e.g. if access to stakeholders is not achieved, then full consultation may not occur]	-	[H/M/L]

X		-	
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34. Will the applicant own the asset on delivery?

Yes:

No:

If no, please describe who will own the asset.

The asset is the industry standard being offered to trainees of the programme. This industry standard will be owned by Commercial Infor and overseen by the Commercial Information

35. When the project is delivered, what is the plan to operationalise the asset (if an asset), and maintain it through life?

[We would like to understand what will happen after the funding has been used, and the project is delivered. Please cover how sustainable the resulting asset will be in terms of funding, skills required, and consumer demands etc.]

Not applicable

36. What will the impact be on the applicant's financial accounts?

[Please describe what impact the funding will have on the applicant's financial accounts over the time of the project.]

There will be no impact on the financial position of the applicant. Financial accounts of the NZSCA are provided to give confidence that it is well administered.

Where possible, please provide us with the following:

- *Growth forecasts / projections post project completion.*
- *2 years of financial accounts.*
- *Current banking arrangements.*
- *Details of any borrowings (including lender, loan values and loan maturity dates).*
- *Current level of debt and equity and financial Ratios (i.e. Debt to Equity, Debt to Revenue, and Current Ratio).*
- *Insurance provider.]*

This is not applicable as the Commercial Infor will be developed however if PDU require any information from NZSCA this can be provided.

Part D: Declarations

Commercial Information

- 37. Has this activity ever been declined Crown Funding in the past?
- 38. Is the applicant or the contracting entity insolvent or subject to any insolvency action, administration or other legal proceedings?
- 39. The contracting entity is compliant and will continue to comply with all applicable laws, regulations, rules and professional codes of conduct or practice including but not limited to health and safety and employment practices
- 40. Is any individual involved in the application, the proposed contracting entity or the project, an undischarged bankrupt?
- 41. Is any individual under investigation for, or has any individual been convicted of, any offence that has a bearing on the operation of the project?
- 42. Are there any actual, potential or perceived conflicts of interest that the applicant or any of the key personnel have in relation to this project.
 "In a small country like ours, conflicts of interest in our working lives are natural and unavoidable. The existence of a conflict of interest does not necessarily mean that someone has done something wrong, and it need not cause problems. It just needs to be identified and managed carefully..."
<https://www.oag.govt.nz/2007/conflicts-public-entities>

If you answered "Yes" to any of the above, please provide a description below:

39. NZSCA and Commercial Information are compliant with all required laws, codes, regulations etc.

By completing the details below, the applicant makes the following declaration about its application for Provincial Growth Fund funding for the project ("application"):

- I have read, understand and agree to the Terms and Conditions of applying for Provincial Growth Fund funding which are attached as Appendix 1;
- The statements in the application are true and the information provided is complete and correct, and there have been no misleading statements or omissions of any relevant facts nor any misrepresentations made;
- I have secured all appropriate authorisations to submit the application, to make the statements and to provide the information in the application;
- I consent to this application being publically released if funding is approved. I have identified the commercially sensitive and personal information.
- The applicant warrants that it has no actual, potential or perceived conflict of interest (except any already declared in the application) in submitting the application, or entering into a contract to carry out the project. Where a conflict of interest arises during the application or assessment process, the applicant will report it immediately to the Provincial Development Unit by emailing PGF@mbie.govt.nz; and
- I understand that the falsification of information, supplying misleading information, or the suppression of material information in this application, may result in the application being eliminated from the assessment process and may be grounds for termination of any contract awarded as a result of this application process.

Full name:

Privacy of natural persons

Title / position:

EXECUTIVE OFFICER – New Zealand Shearing Contractors Association

Signature:

.....

Date:

October 17, 2019

Appendix 1 – Terms and Conditions of this Application

General

The terms and conditions are non-negotiable and do not require a response. Each applicant that submits a request for Provincial Growth Fund (“PGF”) funding (each an “application”) has confirmed by their signature on the application that these terms and conditions are accepted without reservation or variation.

The Provincial Growth Fund is a government initiative which is administered by the Provincial Development Unit, a unit within the Ministry of Business, Innovation and Employment. Any reference to the Provincial Development Unit in these terms and conditions, is a reference to MBIE on behalf of the Crown.

Reliance by Provincial Development Unit

The Provincial Development Unit may rely upon all statements made by any applicant in an application and in correspondence or negotiations with the Provincial Development Unit or its representatives. If an application is approved for funding, any such statements may be included in the contract.

Each applicant must ensure all information provided to the Provincial Development Unit is complete and accurate. The Provincial Development Unit is under no obligation to check any application for errors, omissions, or inaccuracies. Each applicant will notify the Provincial Development Unit promptly upon becoming aware of any errors, omissions, or inaccuracies in its application or in any additional information provided by the applicant.

Ownership and intellectual property

Ownership of the intellectual property rights in an application does not pass to the Provincial Development Unit. However, in submitting an application, each applicant grants the Provincial Development Unit a non-exclusive, transferable, perpetual licence to use and disclose its application for the purpose of assessing and decision making related to the PGF application process. Any hard copy application or documentation supplied by you to the Provincial Development Unit may not be returned to you.

By submitting an application, each applicant warrants that the provision of that information to the Provincial Development Unit, and the use of it by the Provincial Development Unit for the evaluation of the application and for any resulting negotiation, will not breach any third-party intellectual property rights.

Confidentiality

The Provincial Development Unit is bound by the Official Information Act 1982 (“OIA”), the Privacy Act 1993, parliamentary and constitutional convention and any other obligations imposed by law. While the Provincial Development Unit intends to treat information in applications as confidential to ensure fairness for applicants during the assessment and decision making process, the information can be requested by third parties and the Provincial Development Unit must provide that information if required by law. If the Provincial Development Unit receives an OIA request that relates to information in this application, where possible, the Provincial Development Unit will consult with you and may ask you to confirm whether the information is considered by you to be confidential or still commercially sensitive, and if so, to explain why.

The Provincial Development Unit may disclose any application and any related documents or information provided by the applicant, to any person who is directly involved in the PGF application and assessment process on its behalf including the Independent Advisory Panel (“IAP”), officers, employees, consultants, contractors and professional advisors of the Provincial Development Unit or of any government agency. The disclosed information will only be used for the purpose of participating in the PGF application and assessment process, which will include carrying out due diligence. If an application is approved for funding, information provided in the application and any related documents may be used for the purpose of contracting.

In the interests of public transparency, if an application is approved for funding, the application (and any related documents) may be published by the Provincial Development Unit. Commercially sensitive and personal information will be redacted by reference to the provisions of the Official Information Act 1982.

Limitation of Advice

Any advice given by the Provincial Development Unit, any other government agency, their officers, employees, advisers, other representatives, or the IAP about the content of your application does not commit the decision maker (it may be Senior Regional Officials, Ministers or Cabinet depending on the level of funding requested and the nature of the project) to make a decision about your application.

This limitation includes individual members of the IAP. The IAP's recommendations and advice are made by the IAP in its formal sessions and any views expressed by individual members of the IAP outside of these do not commit the IAP to make any recommendation.

No contractual obligations created

No contract or other legal obligations arise between the Provincial Development Unit and any applicant out of, or in relation to, the application and assessment process, until a formal written contract (if any) is signed by both the Provincial Development Unit and a successful applicant.

No process contract

The PGF application and assessment process does not legally oblige or otherwise commit the Provincial Development Unit to proceed with that process or to assess any particular applicant's application or enter into any negotiations or contractual arrangements with any applicant. For the avoidance of doubt, this application and assessment process does not give rise to a process contract.

Costs and expenses

The Provincial Development Unit is not responsible for any costs or expenses incurred by you in the preparation of an application.

Exclusion of liability

Neither the Provincial Development Unit or any other government agency, nor their officers, employees, advisers or other representatives, nor the IAP or its members will be liable (in contract or tort, including negligence, or otherwise) for any direct or indirect damage, expense, loss or cost (including legal costs) incurred or suffered by any applicant, its affiliates or other person in connection with this application and assessment process, including without limitation:

- a) the assessment process
- b) the preparation of any application
- c) any investigations of or by any applicant
- d) concluding any contract
- e) the acceptance or rejection of any application, or
- f) any information given or not given to any applicant(s).

By participating in this application and assessment process, each applicant waives any rights that it may have to make any claim against the Provincial Development Unit. To the extent that legal relations between the Provincial Development Unit and any applicant cannot be excluded as a matter of law, the liability of the Provincial Development Unit is limited to \$1.

Nothing contained or implied in or arising out of the PGF documentation or any other communications to any applicant shall be construed as legal, financial, or other advice of any kind.

Inducements

You must not directly or indirectly provide any form of inducement or reward to any IAP member, officer, employee, advisor, or other representative of the Provincial Development Unit or any other government agency in connection with this application and assessment process.

Governing law and jurisdiction

The PGF application and assessment process will be construed according to, and governed by, New Zealand law and you agree to submit to the exclusive jurisdiction of New Zealand courts in any dispute concerning your application.

Public statements

The Provincial Development Unit and any other government agency, or any relevant Minister, may make public in whole or in part this application form including the following information:

- the name of the applicant(s)
- the application title
- a high-level description of the proposed project/activity
- the total amount of funding and the period of time for which funding has been approved
- the region and/or sector to which the project relates

The Provincial Development Unit asks applicants not to release any media statement or other information relating to the submission or approval of any application to any public medium without prior agreement of the Provincial Development Unit.

Appendix 2 - Operational criteria for all tiers of the Fund

Link to Fund and government outcomes

- Demonstrate the ways in which the project will contribute to lifting the productivity potential of the region
- Demonstrate how the project contributes to the Fund's objectives of:
 - more permanent jobs
 - benefits to the community and different groups in the community
 - increased utilisation and returns for Māori from their asset base (where applicable)
 - sustainability of natural assets (e.g. water, soil integrity, the health and ecological functioning of natural habitats)
 - mitigating or adapting to climate change effects, including transitioning to a low emissions economy
- Clear evidence of public benefits (i.e. benefits other than increased profitability for the applicant)
- Are in a Government priority region or sector

Additionality

- Project is not already underway, does not involve maintenance of core infrastructure or assets (except for rail and transport resilience initiatives), and does not cover activities the applicant is already funded for (funding could be considered to increase the scale of existing projects or re-start stalled projects)
- Demonstrated benefit of central Government investment or support
- Detail of any supporting third party funding (and any funding sought unsuccessfully)
- Acts as a catalyst to unlock a region's productivity potential
- Demonstrated links to other tiers of the Fund and related projects, to maximise value of Government investment

Connected to regional stakeholders and frameworks

- Evidence of relevant regional and local support, either through existing regional development mechanisms, or through another relevant body such as a council, iwi or other representative group (or reasons for any lack of local support)
- Has been raised and discussed with the region's economic development governance group
- Alignment with, or support for the outcomes of, any relevant regional development plan, Māori development strategy or similar document (whether regional or national)
- Demonstrated improvement in regional connectedness (within and between regions)
- Leverage credible local and community input, funding, commercial and non-commercial partners
- Utilise existing local, regional or iwi/Māori governance mechanisms

Governance, risk management and project execution

- Evidence of robust project governance, risk identification/management and decision-making systems and an implementation plan appropriate to the size, scale and nature of the project
- Future ownership options for capital projects, including responsibility for maintenance, further development, and other relevant matters
- Benefits and risks clearly identified and quantified, depending on the scale of the initiative
- Evidence of potential exit gates and stop/go points, and a clear exit strategy
- Clearly identifies whole of life costs (capital and operating)
- Dependencies with other related projects are identified
- Evidence of sustainability after conclusion of PGF funding
- Adequacy of asset management capability (for capital projects)
- Compliance with international obligations (where relevant)