



He Tupu Ōhanga | Commercial Advisors Scheme

Questions and Answers

2018 Investment Round

as at 21 September 2018

Is MBIE available to assist me with my application?

He Tupu Ōhanga: Commercial Advisors Scheme is a contestable fund. MBIE cannot assist you with the development of your proposed commercial project. You may wish to discuss this with your chosen Commercial Advisor.

We recommend that you review the projects that have been funded in previous rounds (Appendix 1 in the Call for Proposals), as well as the assessment criteria.

MBIE is available to assist with queries regarding the information set out in the Call for Proposals, such as the application process and criteria, or with difficulties you may have using MBIE's online IMS Portal.

If MBIE considers a question or request to be of sufficient importance to all potential applicants, it may provide details of the question and answer on the MBIE website. In doing so, MBIE may summarise the applicant's question and will not disclose the applicant's identity. An applicant may withdraw a request at any time.

For technical problems or questions about the IMS Portal, please email imssupport@mbie.govt.nz or phone our support staff on 0800 693 778, who are available Monday to Friday, 8.30am to 4.30pm. Any other enquiry relating to 2018 round of He Tupu Ōhanga: Commercial Advisors Scheme must be made by email to mif@mbie.govt.nz.

Can I please talk to someone at MBIE about my project to see if it fits the criteria?

This is a contestable fund. We are not able to discuss specific project details with applicants. We recommend you read the Call for Proposals document carefully. It sets out a broad description of the types of projects that will be considered for funding. Projects can be at a range of stages of commercial development, from initial options analyses and feasibility studies, through to business case development, strategic planning, or market analysis and expansion.

We also suggest that you think about the assessment criteria:

- > do you have a clear vision of the proposed project, and how to work with the Commercial Advisor to grow your collective's capability?
- > are the assets targeted by the development project currently unutilised, or under-utilised, and is there real potential for growth?
- > is the proposed project likely to grow the assets?

We will not fund projects that have already received government funding, but we may consider funding part of a project or programme of work that has not already received funding.

Our Trust or Māori Incorporation was formed under Te Ture Whenua Māori Act 1993. Are we eligible for funding?

You are eligible to apply to the 2018 round of He Tupu Ōhanga: Commercial Advisors Scheme.

To support your application you will need, for a Trust, to supply a copy of your Trust order and a list of *current* Trustees, for a Māori Incorporation, a copy of your Incorporation Order and a list of *current* board members.

We have previously received funding from He Tupu Ōhanga: Commercial Advisors Scheme for a project. Are we eligible to re-apply for further funding?

Previous recipients of funding from this scheme are eligible to re-apply.

We will not fund the same project twice; however we will consider providing funding to a wholly new phase of a project that has already received funding. You will need to set out clearly in your application how the project you are seeking funding for is different from a previously funded project.

We are a private company or enterprise. Are we eligible for funding?

He Tupu Ōhanga: Commercial Advisors Scheme does not fund private companies or enterprises.

If you are seeking business growth assistance, we recommend you visit Te Puni Kōkiri's Māori business growth support webpage: <http://www.tpk.govt.nz/en/whakamahia/Māori-business-growth-support/>

Te Puni Kōkiri offers a wide range of business support services that may be appropriate for your business. Te Puni Kōkiri's support services are delivered through its regional offices around the country. Email links for regional staff are found on the webpage. Please contact the appropriate office. You may also wish to complete an "existing business" registration form, which you can forward to the regional office when you make contact.

If you are interested in expanding into export markets, you may wish to contact New Zealand Trade and Enterprise, who offer specialised support for Māori businesses interested in export: <http://www.nzte.govt.nz/>

What is the process regarding an approval of a Commercial Advisor?

A request to approve a Commercial Advisor is part of the online application process. An organisation wanting to become an approved provider will need to be nominated by a Māori collective/coalition who is applying for the funding. They do this in their online application and will need to upload two references.

Once an application has been submitted, MBIE will review whether a request for a non-approved Commercial Advisor has been submitted. MBIE will undertake a process to approve a nominated Commercial Advisor by verifying legal status to provide advisory services and verifying with referees experiences working alongside them.

We are a commercial advisor with multiple clients considering very similar projects. Can they put in a combined application to He Tupu Ōhanga: Commercial Advisors Scheme for one big project together, given some of the work will be repetitive?

The Assessment Panel will assess each application individually against the criteria listed in the application guidance. Collectives can apply individually, or jointly as a coalition, but each application will only be granted a maximum of \$60,000.