Disclaimer: Aboriginal and Torres Strait Islander people should be aware that this document may contain images of people who have since passed away.
Principles and Goals of the Fund

Developing East Arnhem Limited (DEAL) will support a diversified, open and vibrant local economy through the East Arnhem Economic Development Fund. The Fund is a key tool in supporting economic development and will be directed to initiatives that align with a focus on delivering diverse, sustainable economic development to benefit the region and its people.

The Fund’s key goal is to stimulate sustainable local economic activity. In the short-term, projects will measurably contribute to economic diversification. Projects should demonstrate a longer term capacity to significantly contribute to economic sustainability, including Yolngu economic participation and advancement.

The Fund supports long term economic growth by contributing to economic initiatives that either generate new jobs, contribute to new investments in the economy or significantly contribute to building business capability, productivity and growth in the East Arnhem Region.

There will be an emphasis on applications that:

• Encourage partnerships and collaboration
• Foster independent economic empowerment
• Demonstrate strong and transparent governance procedures

The Fund has been established to provide an advantage to the region when competing for new jobs, investments and industries.

Structure of the Fund

The Fund provides cash grants based on two tiers:

• Grants up to $50,000
• Grants over $50,000

To be considered for funding, you must submit a formal application providing information about the proposal, the funding being sought and other information that demonstrates best fit with the Eligibility Requirements and Selection Criteria detailed in this document.

Funding will be provided through a contract stipulating project milestones that must be achieved. Failure to meet milestones may, at the discretion of DEAL, trigger obligations to repay any funding provided.

A total of up to $200,000 will be made available in the 2015 - 2016 Financial Year as cash funding for the Economic Development Fund.

Grant funds should be acquitted within the 2015 - 2016 Financial Year.
Eligibility Requirements

The Fund is open to a wide range of entities, including:

• Private sector businesses such as companies, partnerships, sole traders, social enterprises and start-ups
• Local government bodies where the proposal is economic development related
• Non-profit organisations where the proposal is economic development related

The funding can be used for a wide variety of purposes, including:

• Offsetting or contributing to relocation costs of businesses and/or employees
• Offsetting or contributing to establishment costs of a new business
• The development of business capacity, particularly when significantly enhancing local business sustainability and productivity in the East Arnhem region
• The development of skills, particularly when contributing to future investment and job creation in the region
• Contributing to capital investments in new equipment, machinery or property costs (i.e., lease or purchase of a property for business use, and workshop or office fit-out)
• Contributing to the development of infrastructure or site preparation, particularly when doing so will encourage future investment and job creation in the East Arnhem region

Applications should also deliver strongly on the Principles and Goals of the Fund, and contribute to the long-term economic sustainability and vibrancy of the region through job creation and industry development.

Selection Criteria

Applications will be evaluated against their delivery of the below selection criteria, including the:

• Number and type of new jobs created in the regional economy
• Amount of capital investment the project generates in the regional economy
• Contribution the project makes to creating a sustainable regional centre and economy, including benefits to existing businesses in the region
• Ability to access new markets
• Potential to generate new and relevant economic activity, or act as a catalyst for additional investment by diversifying the economy and improving institutional capacity
• Advancement of local indigenous economic development
• Underlying economic viability of the applicant and the project
• Applicant’s commitment to sound governance and transparency
• Timing of the benefits to the regional economy (i.e., jobs created, productivity gains, outputs and investment)

Preference will be given to projects that have allocated existing equity and/or sourced funding from other areas as well as to projects that can demonstrate the advancement of Indigenous business in the region.

Applicants are to be aware that funding is not guaranteed and every application will be evaluated on its individual merits. Funding will only be granted when it is deemed necessary in order to achieve the goals of the Fund and the objectives of Developing East Arnhem Limited.
Application and Evaluation Process

Every application will be evaluated carefully to ensure it aligns to the objectives of Developing East Arnhem Limited and will contribute meaningfully to the future economic development of the region. The following diagram highlights the overall application and evaluation process, in particular for proposals up to $50,000.

<table>
<thead>
<tr>
<th>Step</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Initial evaluation conversation with DEAL</td>
<td>First contact with DEAL to discuss the proposal.</td>
</tr>
<tr>
<td>Second evaluation conversation with DEAL (for applications over $50,000 only)</td>
<td>Second conversation with DEAL to assess the proposal.</td>
</tr>
<tr>
<td>Applicant completes and submits the formal application with any supporting materials</td>
<td>Applicant submits the formal application with any supporting materials.</td>
</tr>
<tr>
<td>Application assessed by DEAL including due diligence on project and applicant to ensure goals of the fund will be met</td>
<td>Application is assessed by DEAL to ensure the proposal aligns with the fund's objectives.</td>
</tr>
<tr>
<td>Recommendations made to the DEAL Board and a decision is made</td>
<td>Recommendations are made to the DEAL Board and a decision is made.</td>
</tr>
<tr>
<td>Applicant is advised of the outcome, including any matters for further consideration</td>
<td>Applicant is informed of the outcome, including any further considerations.</td>
</tr>
<tr>
<td>If approved, negotiations with applicant on contract, milestone reporting and performance criteria are undertaken</td>
<td>If approved, negotiations are conducted on contract terms and milestones.</td>
</tr>
<tr>
<td>Contract signing and disbursement of funds (staged, linked to milestones)</td>
<td>Contract is signed and funds are disbursed (staged, linked to milestones).</td>
</tr>
<tr>
<td>Monitoring by DEAL and reporting by applicant on progress of the project</td>
<td>Monitoring is conducted by DEAL and applicants report on project progress.</td>
</tr>
<tr>
<td>Applicants can access additional information and request application forms through the DEAL website (<a href="http://www.developingeastarnhem.com.au">www.developingeastarnhem.com.au</a>)</td>
<td>Applicants can access additional information and request application forms.</td>
</tr>
</tbody>
</table>

Applicants are required to discuss their proposal with DEAL staff prior to submitting an application. DEAL staff will discuss the proposals with applicants early to determine if there are government or other funding programs which might be more appropriate for the proposal. Examples of other funding programs include the Aboriginals Benefit Account, Australian Government Indigenous Advancement Strategy or Stronger Regions Fund, Regional Development Australia programs, Northern Territory Government Indigenous Business Development program, NT Government Department of Business programs, and the Regional Economic Development Fund.

Successful applicants may be asked to participate in media releases, case studies and other marketing initiatives of initiatives of DEAL.

Funding is competitive and not guaranteed simply by submitting an application.

A timely review of applications will occur in alignment with DEAL guidelines and procedures.

Funding will only be provided through a contract stipulating project milestones that must be achieved.

Failure to meet milestones may, at the discretion of DEAL, trigger obligations to repay any funding provided.
Applicants seeking over $50,000 may be required to provide additional information on top of that provided in their application. This may include additional evaluation discussions with DEAL to assist with the evaluation process. Given this, the time-frame for approval may be longer for applications seeking over $50,000.

**Monitoring Framework**

Approved fund applications will be governed by a contract which will detail specific milestones (i.e. number of jobs created, amount of investment, timing, etc.). The specific milestones for each project may be different and will be discussed with the applicant, based on the merits and specific aspects of each project.

Contracts will be monitored to ensure that the milestones are delivered and to ensure that the goals of the Fund are met. Applicants will be required to show proof of milestones being achieved.

Failure to meet milestones could trigger an obligation of repayment of any funds received.

**Contact Details**

For further information regarding the Develop East Arnhem Economic Development Fund, or to make an appointment for an initial evaluation meeting, please contact

**Carley Scott**  
*Chief Executive Officer*  
Developing East Arnhem Limited  
Level 1, 8 Franklyn Street, Nhulunbuy NT, 0880  
PO Box 1436, Nhulunbuy, NT 0881  
Tel: 08 8987 0555  
Email: ea@developingeastarnhem.com.au  
Who we are

Developing East Arnhem Limited (DEAL) is a not-for-profit development body, established in November 2014 to be the front door for industry and business looking to grow in the East Arnhem region. We facilitate connections between private enterprise, industry, community and government agencies to drive economic diversification and sustainable growth that benefits the East Arnhem regional population.

What we do

Our vision is to support a self-sustaining, resilient and prosperous East Arnhem Land economy. DEAL works across governments and the private sector to deliver this vision by:

- Supporting economic development activity in the region
- Facilitating access to available assets, funding and networks for new and expanded economic activity
- Actively promoting the township and region to prospective investors and residents
- Supporting business and labour market development for the regional Indigenous population
- Identifying and securing new investment for Nhulunbuy and the wider region

Practically, Developing East Arnhem Limited can assist with:

- Provision of local information to aid feasibility assessments and business cases
- Introductions to local industry and regional partners
- Information on business regulations and project approvals relevant to your project
- Facilitating access to infrastructure and housing
- Connections to government grant programs including regional development, Indigenous business development, tourism infrastructure, business growth, and planning
- Site visits

As part of its role to support economic development, Developing East Arnhem Limited manages and administers the East Arnhem Economic Development Fund.

About the East Arnhem Limited Region

East Arnhem is in the north-eastern corner of the Northern Territory and covers about 34,000 square kilometres. The region has an estimated population of 14,000, of whom 12,000 are Yolngu, the traditional owners who have lived in the region for at least 50,000 years. The Yolngu people practice the longest continuous traditional culture in Australia, maintaining strong ties with their land, religion and customs.

Nhulunbuy, 600km east of Darwin, is the region’s service hub. Originally established in the 1960s as a mining town to service the local bauxite mine and alumina plant, the township has since expanded into a large regional centre, servicing the wider regional population.

The East Arnhem Land natural environment includes diverse plant and animal species, and spectacular land and seascapes. In addition, the region boasts diverse infrastructure including available housing, world class port facilities and associated infrastructure, a well-equipped regional airport, power assets and a well skilled industrial base within close proximity to key Asian markets.

Information about the region is available in the East Arnhem Investment Guide, available at www.developingeastarnhem.com.au
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