

ICR	NAME OF APPLYING ORGANISATION	ABOUT THE ORGANISATION	Project Name	APPLICATION SUMMARY	NEED FOR PROJECT	PROJECT CATEGORY - MAJOR BUSINESS EVENT (Expo, Conference, Forum) up to \$30,000	PROJECT CATEGORY - MINOR BUSINESS EVENT - Briefing, Seminar up to \$30,000	PROJECT CATEGORY - BUSINESS TRAINING - Boot Camp, Workshop up to \$20,000	PROJECT CATEGORY - OTHER - surveys, business information, research, awards, sponsorships up to \$10,000	PROJECT TOTAL COST (EX GST)	REQUESTED AMOUNT (EX GST)	Meets Eligibility Criteria.	SUPPORTING DOCUMENTS PROVIDED	Strategic Alignment (10)	Demand / Need (15)	Economic Development Impact (10)	Value for Money (5)	Total Score (40)	Comments	TOTAL AMOUNT RECOMMENDED
	KDCCI	As Above	New Pilbara Economic Development Conference	Regional conference held in Perth to highlight the region's main drivers of productivity, innovation and technological change. Explore emerging industries that have the potential to drive sustained growth and diversification across the Pilbara region including tourism, agriculture, renewable energy and education.	Encourages diversification, attract and retain business in the Pilbara. Promote the transformation from mining towns to liveable Pilbara towns and Cities	✓				\$173,000	\$11,000	✓	The New Pilbara 2 Sponsorship Brochure	10	12	8	5	35	<b>Recommend to Support.</b> Direct link to Strategic Community Plan across several themes. Clear need to enhance the reputation of the region. High potential for Economic Impact. Excellent value for money.	\$16,500
	KDCCI	As Above	Pilbara Business Boot Camp	Providing business with the tools and insight to diversify and increase their return on investment. Topics include - Digital Strategy, Management & Leadership, Business Transformation, Engaging with Businesses within the Tourism Industry	Upskilling business owners in leadership and adaptability to take advantages of opportunities to assist with growth and success. Improve awareness of tourism potential in the Pilbara. Diversifying Business.			✓		\$85,000	\$20,000	✓	Nil	8	12	7	3	30	<b>Recommend to Support.</b> Aligns to several items in strategy including business attraction & retention, diversification, tourism engagement and promotion. Potential Economic Impact is significant.	\$20,000
	Business Centre Pilbara	As above	Business Confidence Survey	Develop and run an online business confidence survey to understand the issues experienced by the SME sector in the CoK. Proposed for Q4 2017, one in Q2 2018. Reports will be generated with recommendations to address the concerns.	Understand the issues in the SME sector within the City.				✓	\$4,000	\$2,000	✓	Nil	7	12	6	4	29	<b>Recommend to Support.</b> A good initiative to collect feedback from the business community in the CoK. Reasonable value for money and can help focus future efforts on retaining and developing SMEs in the CoK	\$2,000
	Business Centre Pilbara	Not for Profit community organisation with a track record in working successfully with business owners in all phases off the business cycle including new start-up businesses to assist them getting on their feet. Over the last 18 months the BCP has expanded its scope with an emphasis on collaboration, connecting and co-promotion into he delivery of a variety of programs, workshops, training, networking events and mentoring support.	Destination Pilbara 2.0	Tourism development conference to be held in the Pilbara following inaugural event held in 2016. Two day conference / workshop that engages, inspires, motivates and educates business intenders and existing small business in the tourism sector. Focus is a call to action with a major aim of enrolling new tourism start ups. Specific focus is on indigenous people across the Pilbara region but it does not exclude non-indigenous people.	Tourism is a key area of opportunity in addressing the need for a diversified, sustainable and liveable Pilbara community. Identified on Pilbara Regional Investment Blueprint (2016)	✓				\$82,000	\$30,000	✓	Nil	7	11	7	2	27	<b>Recommend for partial support.</b> Clearly aligns to strategy for diversified economy as well as promotion and developing of tourism offerings. There is a need for an increase in tourism offerings in the Pilbara, identified in several recent studies and various advisory groups. Economic impact has potential to be significant if additional tourism products are created as a result of the conference. Recommended to support 67.5% of maximum (based on total score) which is \$20,250	\$20,250
	Business Centre Pilbara	As Above	Small Business Workshop Series	Run a series of workshops which will be provided free to local small businesses. Four workshops are planned to be delivered covering the following topics: Customer Service Financial Management Business Planning Marketing.	No service provided in Karratha offering these workshops free of charge. Business confidence survey identified a range of issues experienced by enterprises highlighting the proposed workshop topics.			✓		\$20,000	\$10,000	✓	Nil	7	10	6	4	27	<b>Recommend to Support.</b> Aligns to strategy regarding business retention and SME development, demand identified through survey in 2015, economic impact is moderate (potential to retain business, upskill managers, assist new businesses get off the ground etc.) Value for money is high at \$5k, Event provided for free. (note that applicant indicated \$20k total cost however expenditure details totalled \$10k. Recommend funding for \$5k	\$5,000
	KDCCI	As Above	Tendering & Procurement Workshop	Workshop to build expertise in the local SME sector in sourcing and bidding for work. Day 2 is a small group tender diagnostic session (by appointment - first come, first serve available to 6 businesses only)	Supported by the Business Confidence Survey undertaken by the PBC in 2015. 40 local businesses attended in 2015 session.				✓	\$10,000	\$5,000	✓	Quote from guest speaker.	7	10	7	3	27	<b>Recommend for Partial Support.</b> Alignment to strategy to support SME, identified demand (although based on 2015 survey and attendance in 2015. Given it has been 2 years it makes sense to run again). Lower end of funding required from the City. More open to funding the first day given that the second day is only available to 6 businesses - according to the attached quote the second day's sessions are worth \$1,500. With this in mind funding of \$3,500 is recommended	\$3,500
	KDCCI	As Above	Lead and Adapt Workshop	Focuses on building resilient, adaptable and empowered leaders. Will include intensive workshops focused on: Digital Strategy, Marketing, Tenders.	Businesses within the region need to diversify to survive challenging times. Lead & Adapt leadership summit will help businesses move with the times. Major benefits include professional and business development, networking and mentoring opportunities.			✓		\$46,500	\$7,500	✓	Nil	7	10	6	3	26	<b>Recommend to Support.</b> Link to strategy for SME Development, some similarities to the Boot Camp. Potential for Economic Development Impact in the development and enhancement of business and leadership skills. Expenditure information is lacking detail however only a small proportion of the total cost for event is being sought.	\$7,500
	KDCCI	The KDCCI is a not-for-profit organisation that represents the unique needs and aspirations of the local business community and provides a strong, active and independent voice for its growing membership base. It provides high-quality support and advocacy services to its 400 strong members who include multi-national mining and resource companies, government and community service organisations and small-to-medium sized enterprise.	Career Central 2018	Career Central 2018 is an initiative of EPIC (Empowering People in Communities) and held in association with the KDCCI. It will be a showcase event that will help prepare our community and young people for the future. It will bring together stakeholders from across Karatha and Western Australia including local industry leaders, education and training providers and community members. Career Central '18 will educate and inform the people of Karratha of the opportunities for professional development in our region. Career Central '18 will be a place to explore future or new career and training options. KDCCI & EPIC anticipates 3000 high school students from across with Pilbara will benefit from the Career Central 2018.	Long-term benefits to the local community. Focus on post-secondary education, training and employment opportunities available to young people living across the Pilbara region including the communities of Karratha, Dampier, Roebourne, Wickham, Point Samson, Onslow and Tom Price. Participants will have access to information about a diverse range of options including TAFE, universities (both on-campus and online delivery), apprenticeships and traineeships. Will provide an invaluable opportunity for educators to learn from expert career advisers and further develop their skills to the benefit of students.	✓				\$20,000	\$6,000	✓	Nil	5	10	5	3	23	<b>Recommend to Support</b> Event has previously been funded by the City. Indirect link to Economic Development over the longer term. There does not appear to be anything similar conducted in the City so there is demand for this event. Power and Start-up Expenses included in project expenditure which do not meet requirements under this grant. KDCCI Admin Fee appears to be staff wages which does not meet guidelines (\$3k). After removing these amounts the \$6k requested still is under 50% of total event cost. Minimal cost to City.	\$6,000
	KDCCI	As Above	2017 Business Excellence Awards	Annual awards celebrating achievements, innovation and enterprising spirit of small to medium sized businesses across the City of Karratha	Recognition and promotion of local business. Potential for regional exposure.				✓	\$63,000	\$5,000	✓	Nil	5	8	7	3	23	<b>Recommend to Support.</b> Some alignment to strategy regarding SME development. No similar event in CoK so demand is present, though probably a nice to have rather than filling a pressing need. Potential for economic Impact is moderate - celebrating good business may assist others to adapt and benefit from what other businesses are doing. Value for money is moderate. Recommend to match the funding from other organisations (Large portion of the funding for food and beverage.)	\$3,000
	Business Centre Pilbara	as above	Pilbara Women's Network Series	The Pilbara Women's Network series, in its seventh year, is an acclaimed professional run series of events which include to PWN business luncheons and a dedicated PWN after hours networking event.	Diversifying workforce, encouraging and inspiring women to enter the workforce / open businesses.	✓				\$76,700	\$26,300	✓	Nil	7	8	5	2	22	<b>Recommend to Support (\$5k per event).</b> 7th year that it has been running. Aligns with several items on the SCP, demand present based on attendances at previous years events. Economic Impact potential is moderate. Value for money at \$26k is questionable given previous years funding was up to \$17k and only \$5k was calimed against one event. Suggest \$5k per event at a total of \$15k	\$15,000
o	KDCCI	As above	Not for Profit Support	Providing the following free services not for profit community groups within the co working space: Casual Office Space Permanent Office Space Use of hot desks Wi-Fi Photocopying, scanning & book binding 20 seat meeting room hire 6 seat meeting room hire	335 Not for Profit groups that used the meeting rooms in 2016. 881 hours of room bookings in total. Photocopying charges were \$12,000				✓	\$47,200	\$15,000	✓	Nil	7	10	4	1	22	<b>Recommend for partial Support (printing costs only).</b> Community groups and not for profits overall contribute to the liveability of a City so there is alignment to strategy. There is data from 2016 suggesting the demand for the service. The economic Impact is low. The value for money is low. Waiving of board room hire fees does not appear to be a direct cost and arguably doesnt fit under this policy. Printing costs for NFPs and Community groups is a cost and could be covered as part of this grant. Recommendation to support tp \$5,500 (55% of maximum based on score).	\$5,500
Totals										\$627,400	\$137,800									\$104,250

Not considered under this grant																						
	KDCCI	As Above	Business & Community Directory	Printed publication including Business Listing, Residential Listing, CoK information, Tourism Information, Town Maps etc. CoK receives prime positions at the front of the Directory with an 11 page feature.	Valuable Tool for all residents, businesses and tourists to the region.				✓		\$32,500	\$13,500	✓	Nil		2	5	5	2	14	Not Recommended to Support. Question the need / demand for this given the information is available online. Economic benefit is difficult to determine. Tenuous link to strategy. Annual printed directory may not be required.	\$13,500
	KDCCI	As above	Small Business Breakfast Briefing	Quarterly Small Business Breakfast. Attracts approx. 100 guests. Forum for KDCCI to engage with businesses, City has some control over content and can provide updates on City initiatives / projects	Highly successful events. KDCCI has taken over the running of these events. Attracts approximately 100 attendees.		✓				\$18,000	\$18,000	✓	Nil		5	8	5	2	20	Not Recommended to Support. Some alignment to strategy for SME development. 100 attendees at previous events suggest there is demand for this, Economic Impact is difficult to ascertain. Does not represent good value for money for the City. Does not meet criteria under this grant as 100% funding is being sought.	\$18,000
	KDCCI	As Above	Diamond Sponsorship.	Sponsorship for KDCCI	To enable to KDCCI to continue to operate & Support business.				✓		\$64,000	\$8,000	✓	Nil		7	12	8	3	30	Recommend to Support. KDCCI aligns to the strategy of the CoK in developing SME in the City. There is a strong demand for the services and potential for economic impact is high.	\$8,000