

Application for Funding



PROVINCIAL GROWTH FUND

This application form will help the officials administering the Fund to make a decision on your proposal, so please provide as much detail as you are able to, as appropriate to the size and complexity of your proposal. If information required in this form is missing, officials will contact you to ask for that, which will add time to your application process.

Proposal Name	Aotearoa Social Enterprise Trust
Applicants and contact details	Aotearoa Social enterprise Trust Main contact Privacy of natural persons [Redacted] Email – Privacy of natural persons Cell phone Privacy of natural persons Work Privacy of natural persons
Summary of project Include an overview of: The proposal for which funding is sought The amount of funding being sought Details of all contributors to the proposal and engaged stakeholders What the proposal is seeking to achieve A summary of other sections of the business case	Proposal – we want to accelerate our social enterprise after proof of concept during year 2017/18 We want to build a postharvest and food processing facility We want to increase our capacity and capability in the garden We to make Tairāwhiti a better place through employment The project investment is estimated to be \$ Commercial Information Total local contributions - (\$ Commercial Information) Amount sought from PDF \$ Commercial Information Commercial Information Listed below financial contribution Appended our community voluntary contribution To employ more people, trained to stay or transition from our business to other vocations To add value to our non-retail fruit and produce – jams, preserves, Gizzy tomato sauce Grow produce which is not grown in this scale in Gisborne for fresh market – kamokamo, peppers, eggplants, spring onion, kumara To have targeted \$ Commercial Information as the minimum wage for ASET whanau by 2020 To give full time work – as most are casual or seasonal workers, 95% are Maori and Pacific people To export our processed products to the Commercial Information

	<p>To share processing facility with other start up food processors entrepreneurs</p> <p>To mentor other likeminded people</p> <p>To be profitable</p> <p>To contribute to our charitable aims –</p> <ul style="list-style-type: none"> • Relief of poverty • Education • Environment <p>To support economic prosperity of Tairawhiti</p> <p>To work with, collaborate with, associate with organisations and firms to ensure success</p>

Costs and Benefits of the Project

Contribution to the Fund's Objectives/Additionality

<p>What are the key objectives of the proposal? <i>Include information about how the proposal will meet these objectives</i></p>	<p>Our key objective is to employ people to become independent, to build attitude – mauri ora, (all over wellbeing including environment) mauri tangata (whanau wellbeing) tangata tu whakahi (proud whanau)</p> <p>With the facility we are able to be compliant with all the regulations – an essential part of selling any food product</p> <p>Employment of more Maori and Pacific people, by default our current workforce is 95% Maori and Pacific</p> <p>We intend to employ, train and guide NEET whanau in our business or to education and training</p> <p>Increase average salary \$^{Commerc} p/a – (current average is \$^{Commerc})</p> <p>Higher value from second grade fruit to preserves products and sauces</p> <p>We want to add value to our fruit and vegetables that are not fit for the supermarket retail market and will make jams, chuckney's, chow-chow, pickles and a Gizzy tomato sauce</p> <p>Export – Commercial Information</p> <p>We want to share our food processing facility with kitchen entrepreneurs</p> <p>All the activities will enhance the GDP of Tairawhiti and the nation</p> <p>We will give anyone a chance, we receive recommendations from WINZ, and people walk off the street to our office</p> <p>We have had a very successful pastoral care program placing over ^{Comm} people into work Commercial Information</p>
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What is the existing situation?

In relation to each of the objectives

We have started a ^{Commercial Information} produce garden, we harvest ^{Commercial Information} and this is not sustainable if we scale up.

We cook our preserves in a small kitchen and sell at the Kaiti Mall market and outside C Coy House ^{Commercial Information} we now make batches at the RSA kitchen

Free and frank opinions

We are making kiwifruit jam in Nelson at ^{Commercial Information} for a trail at ^{Commercial Information}

Our local ^{Commercial Information} have supported us through the processes of accreditation and we sell vegetables to them on a daily bases, later to ^{Commercial Information} North Island

We have supplied local retail stores and restaurants

^{Commercial Information} is keen for ASET to grow produce for their clients

We would like to scale up to sell to ^{Commercial Information} – **letter appended** ^{Withheld - commercial information}

ASET is compliant, Thinksafe Health and Safety, Growsafe, HortNZ, NZrecall, NZGAP, Gisborne District Council, Activate Tairawhiti, Manaki Tairawhiti, NZTE, MPI, Farmlands, GS1, food control plan etc.

Commercial Information

Commercial Information

^{Commercial Information} is supporting through products for trials
And many other as **appended** ^{Withheld - commercial information}

We have a labour contract with ^{Commercial Information} (FTE's)
We have a labour contract with ^{Commercial Information} (FTE's)
Including ^{Commercial Information} on a Primary ITO Horticulture training program

We have a ^{Commercial Information} (FTE's)
We have the ^{Commercial Information} (FTE's)

We have ^{Commercial Information} Food Technologist creating and trailing products ^{Commercial Information}
Trail garden 4ha – ^{Commercial Information}

Total ^{Commercial Information} FTE's

We use our funds to scale up by building and buying appropriate machinery and pay for lease land in advance.

We use our own funds to train our team, continue to be compliant

Why are we successful, we are relevant, have the right people, great relationship, trust, nibble

We asked ^{Commercial Information}

We have a ^{Commercial Information}
letter appended ^{Withheld - commercial information}

Summary – we have worked hard to be compliant, gain accreditation, correct licenses, attended courses, certificates etc.

We have continued to build our relationships with the buyers.

	<p>We have proven that our initial concepts work – like growing produce and selling to local Commercial Information, operating the RSA kitchen, a key labour contract with a the Commercial Information Contracting to orchards and our people gaining qualifications from Primary ITO, Growsafe, work placement of over Comm people this year, including placing under 18yrs NEET's into work and training</p> <p>We use XERO and Crystal pay to support our administration</p> <p style="text-align: center;">Commercial Information</p>
<p>What is the business need of the project? <i>The gap between the current and future state</i></p>	<p>We have a business, we have proven the concept, we have a great customer of Commercial Information</p> <p>Your fund with help us ACCELERATE</p> <p>We are working with local Commercial Information trying new product (letter attached) <small>Withheld - commercial information</small></p> <p>For ASET to accelerate expansion – we need</p> <p>Commercial Information</p> <p>Build a first class post-harvest and processing facilities. We need to comply with national food standard through the national food plan (MPI), and populate with appropriate machinery to ensure safe and efficient operations</p> <p>Commercial information – hope to use Commercial Information</p> <p>Our buyers will need to see that we can pack a good product safely for their customers.</p> <p>We need to populate our facility with the right machinery – vegetable washer, packing line, labeller, large cooking kettle, container filler, forklift etc.</p> <p style="text-align: center;">Commercial Information</p> <p>Working with Manutuke School to support education through use of Manutuke Land owners land</p> <p>Commercial Information – safer and easier for our harvesting staff and need more machinery (We use contractors for the bigger tractor jobs – Commercial Information)</p>
<p>How does the project contribute to the Fund's outcomes? <i>i.e. Maori development, environmental sustainability, employment outcomes, increased productivity</i></p>	<p>By default 95% of our employees are Maori and Pacific, our people will be employed full time, learning new skills, be a great employee for others should they choose to move on.</p> <p>Pay \$^{Commercial} per annum – higher salaries – higher living standards</p> <p>Positive whanau environment</p> <p>We have placed Commercial Informat from Comme into jobs and they love work</p> <p>We have many long term unemployed working now</p> <p>Employ and give positive attitude, be part of their careers and support them into better vocations</p> <p>Relief people of poverty</p> <p>Our charitable objectives, education, relief of poverty, environment</p>

	<p>Partner with Maori land owners so they are part of the supply chain, giving better returns</p> <p>Employment effects – less unemployed people, more whanau better off, less raruraru (whanau matters)</p> <p>Less food waste – better use of the environment resources</p> <p>Low carbon economy</p> <p>Our community will be proud to see their goods on the shelf from Gisborne</p>
<p>Does your proposal support any other proposals, including any that have recently been funded, are being considered for funding, or may soon apply for funding?</p> <p><i>Explain the relationship between this and other proposals</i></p>	<p>To my knowledge no other project exist such as ours</p> <p>We compliment NEET, Manaki Tairawhiti, and Activate Tairawhiti, MSD, Turanga Ararau, as ASET employs people, others provide wrap around, literacy, health, counselling and other services.</p> <p>The Tairawhiti Labour market report</p> <p>Tairawhiti Economic Action Plan (TEAP) page 11</p> <p>‘OPPORTUNITY: Tairāwhiti has a strong natural advantage in primary production and there is significant potential for growth through intensification and adding value to our existing produce Goal : Strong growth in primary production and a % increase in local processing leading to at least a \$ per annum increase in GDP and new jobs’</p> <p>Food Innovation Network</p> <p>ASET is an employer willing to take on the long term unemployed, give them chances, we have a lots of patient,</p> <p>People looking to turn their ideas into commerciality</p> <p>Adding value to our primary produce, in the Tairawhiti Action plan</p> <p>Commercial Information , is for small businesses that add value.</p>

Regional Connections

<p>What regions are covered by your proposal?</p> <p><i>Identify what region/s the proposal will benefit and how it will do this</i></p>	<p>We are based in the Tairawhiti region – Gisborne – East Coast. We call ourselves Aotearoa Social Enterprise Trust. One day want to share our vision with other areas. Commercial Information enquiring about ASET and we are keen to share. We hope to be national one day or even international especially in the Pacific.</p>
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What local support does your proposal have?

Have you discussed your proposal with local stakeholders (e.g. council, iwi/Māori groups, and regional governance groups)?

Did they support it? If not, why not?

Local and Public organisations, **letters appended** Withheld - commercial information

All the below have supported us one way or another – donations, funding, advice, advocacy

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	<p>Local</p> <p>Commercial Information</p> <p>National relationships</p> <p>Minister Jones, Minister Whaitiri, Kiri Allen MP. Minister Jackson</p> <p>MBIE</p> <p>Andrew MBIE, Mark Vary MBIE, Privacy of natural persons</p> <p>Summary – we have good strong governance, nibble to take on opportunities, forward looking for our people</p> <p>Appended is our governance whanau Withheld - commercial information</p>
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Governance and Management

<p>What are the key milestones and outputs for the project?</p>	<p>Employment is our key driver.</p> <p>'We build profitable businesses to employ people' this is core business</p> <p>To bless the site and to ensure positive Mauri</p> <p>To increase our growing area from Commercial Information</p> <p>To build a post-harvest and processing facility – on time on budget</p> <p>To share the food processing facility for potential entrepreneurs</p> <p>To Supply Commercial Information with produce and preserves</p> <p>To use non retail fruit and produce to make a range of homemade jams, pickles, chow-chow, pickles and a Gizzy tomato sauce</p>
<p>How will the project be managed and governed?</p>	<p>Governed</p> <p>Our Trustees will govern and have full oversight of ASET and we will seek appropriate skills as we scale up to expand our business.</p> <p>Managed</p> <p>Privacy of natural persons</p> <p>We will employ the best personnel to manage our business units, these position can come from staff that has knowledge from the factory floor to management</p> <p>We will provide continuous improvement through programs, seminars, conferences, education modules to our staff.</p> <p>Project history of Commercial In appended Withheld - commercial information</p>

<p>Outline the risks of this project <i>(Including mitigations)</i></p>	<p>Governance dysfunction – appoint the best people for the right job and vision and ensure that they are team players with governance experience</p> <p>Weather events and climate change – grow the right produce for the right season</p> <p>Health and safety accidents, death – continuous education, implementation of our policies, supervision, documentation, ensuring firms have health and safety policies</p> <p>Food contamination – ensure food plan is followed, reviewed, monitoring, testing inputs and outputs.</p> <p>Staff matters – ensure good communication, training, support, pastoral care</p> <p>Drug and alcohol – drug testing and impairment support</p> <p>Material price increases – build shortest time possible – get fixed quotes</p> <p>Market prices too low – grow produce which has lots in a box, low inputs of plant care</p> <p>Fire and theft – building insurance cover</p> <p>Risk management matrix will be done by board</p>
<p>Outline the procurement process</p>	<p style="text-align: center;">Commercial Information</p> <p>Seek funding and secure land – we hope to be at Commerce Place</p> <p>Set out the project as per the scope and refine through effective communication</p> <p>Communicate the project plan to our ASET whanau and key stakeholders</p> <p>Ensure land is of the correct zoning – building consents applied for</p> <p>We have estimates for the purposes of project – attached</p> <p>We will offer this project for public tender</p>
<p>If your proposal is funded, what happens once the funding is spent? <i>Is your proposal sustainable once funding from the Provincial Growth Fund ends?</i></p>	<p>Our project will be financially sustainable and profitable.</p> <p>We will employ more people</p> <p>We will be able to process our jams and preserves</p> <p>We will be able to process our increased vegetable volume safely</p> <p>We will be selling to <small>Commercial Information</small> and other retailer, food service industry</p> <p>Future We want to export</p>

Project Operating Budget

ASET Food					
	Year 1	Year 2	Notes...	...	Total
<u>Expenditure</u>					
<u>Capital expenditure</u>					
Land	£ Commercial Information				£ Commercial Information
Buildings	£ Commercial Information				£ Commercial Information
ASET Garden	£ Commercial Information				£ Commercial Information
Shared Food Facility	£ Commercial Information				£ Commercial Information
Food Processing machinery	£ Commercial Information				£ Commercial Information
Post-Harvest	£ Commercial Information				£ Commercial Information
Dry Storage shelving	£ Commercial Information				£ Commercial Information
Commercial Kitchen	£ Commercial Information				£ Commercial Information
Admin Office	£ Commercial Information				£ Commercial Information
Staff Facilities	£ Commercial Information				£ Commercial Information
Outdoor	£ Commercial Information				£ Commercial Information
Contingency	£ Commercial Information				£ Commercial Information
TOTAL	£ Commercial Information				£ Commercial Information
<u>Operating expenditure</u>					
Project management	£ Commercial Information				£ Commercial Information
Initial Start-up cash flow	£ Commercial Information	£ Commercial Information			£ Commercial Information
TOTAL	£ Commercial Information				£ Commercial Information
<u>Co-funding secured, source</u>					
Commercial Inform	£ Commercial Information				£ Commercial Information
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Commercial Inform	Commercial Information		Commercial		Commercial Information
Commercial Inf	Commercial Information		Commercial I		Commercial Information
Commercial In	Commercial Information		Commercial Informa		Commercial Information
TOTAL	Commercial Information				Commercial Information
Capital funding required	Commercial Information				Commercial Information
Operating funding required	Commercial Information	Commercial Information			Commercial Information
Sub-total	Commercial Information				Commercial Information
Co-funding	Commercial Information				Commercial Information
Funding shortfall (if any)	Commercial Information				Commercial Information

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