



# Tauola Business Fund



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The Tauola Business Fund has been established as part of the Ministry's **Pacific Business Village** framework, for the purpose of direct investment into Pacific businesses across Aotearoa to increase regional productivity, scale businesses, and ensure participation in economic development projects.

<p><b>The aims of the Tauola Business Fund are to:</b></p>	 <p><b>Increase productivity and stimulate growth</b></p>
 <p><b>Strengthen Pacific-owned businesses to be more successful and sustainable</b></p>	 <p><b>Improve Pacific peoples' participation in the labour market</b></p>
 <p><b>Create employment pathways for Pacific peoples</b></p>	 <p><b>Increase resilience through the economic shocks</b></p>

Applicants can apply for up to **\$100,000**, excluding GST and are required to contribute a minimum of 15% of the requested amount.

**Opening Date: Friday 18 November 2022 (11:00am)**

If you have any questions about the fund, please email [tauola@mpp.govt.nz](mailto:tauola@mpp.govt.nz)



# Eligibility

## To be eligible, applicants must:

- Be a Pacific business (defined as minimum of **50% Pacific ownership**).
- **Sole traders** must be **100% Pacific owned**.
- **Operate commercially** in New Zealand and be GST registered.
- Commit to **co-contributing a minimum of 15%** (excl. GST) of the requested funding amount.
- Have a **turnover of at least \$60,000** per financial year.
- Be trading for at least **12 months**.
- **Not be a current funding recipient** of the Ministry for Pacific Peoples.





# What can be funded?

The Tauola Business Fund is available for Pacific businesses who can demonstrate the following:



An ability to create employment opportunities for Pacific peoples.



A commitment to improving Pacific participation in the labour market.



An ability to increase productivity and scale up.



Job creation within 6 months of receiving funding.



Build capacity and capability to participate in economic development projects.

Good health and safety practices.

The Ministry has previously funded the following through the Tauola Business Fund:

Online User Interface System



Excavator



Screen-printing Technology



Laptops

Heat Press Machine



Camera



Digger



Delivery Truck



Float and Ice Baths

Gym Equipment



# The Tauola Business Fund is not available for:

- New business idea/s
- Feasibility studies
- Financial subsidies for salaries and wages
- Travel, accommodation, or fact-finding tours
- Social housing\*
- Infrastructure: roads, bridges, power stations, water storage or supply\*
- New mineral or other exploration (but could expand or pivot an existing exploration business)
- Renovation or remediation of commercial buildings where the focus is not productive expansion and jobs
- Programmes and activities delivered overseas, including the New Zealand realm countries
- Digital capability and marketing, financial literacy, business mentorship, project management, strategic and business planning, health and safety and human resources capability\*\*
- Infrastructure, fixed assets, and capital expenditure
- Academic research and other academic activities
- Debt repayment or debt servicing
- Rent/leases

\* ***Third-party construction and infrastructure contractors providing labour and equipment to the build may be eligible.***

\*\* ***Support and funding are available within our Pacific Business Village for these services.***

# Evaluation Criteria

## APPLICATION (80%)



If you meet all the eligibility criteria on Page 5, your application will be scored against your answers to the sub-questions within section 2 of the application. For this section, aim to give answers that are relevant, concise and comprehensive. For example, a question in Section 4 will be set out as follows:

QUESTIONS	CRITERION	WEIGHT
Question 4.1	Productivity & Growth	30%
Question 4.2	Success & Sustainability	30%
Question 4.3	Employment Pathways	15%
Question 4.4	Risk & Resilience	5%



Consider the % weighting for each criterion. The higher the weighting the more important it is. You want to spend more time and provide more detail on the higher % questions.



There may be a couple of questions that relate to one criterion. If these questions are not individually weighted assume that they are of equal importance e.g. there are two questions within 'Productivity & Growth'.

## FINANCIALS (20%)

If you meet all the eligibility criteria on Page 5, we will require the following documentation:



### Balance Sheet Statement for two consecutive periods

- 01 April 2021 – 31 March 2022 and
- 01 April 2020 – 31 March 2021



### Profit and Loss Statement for two consecutive periods

- 01 April 2021 – 31 March 2022 and
- 01 April 2020 – 31 March 2021



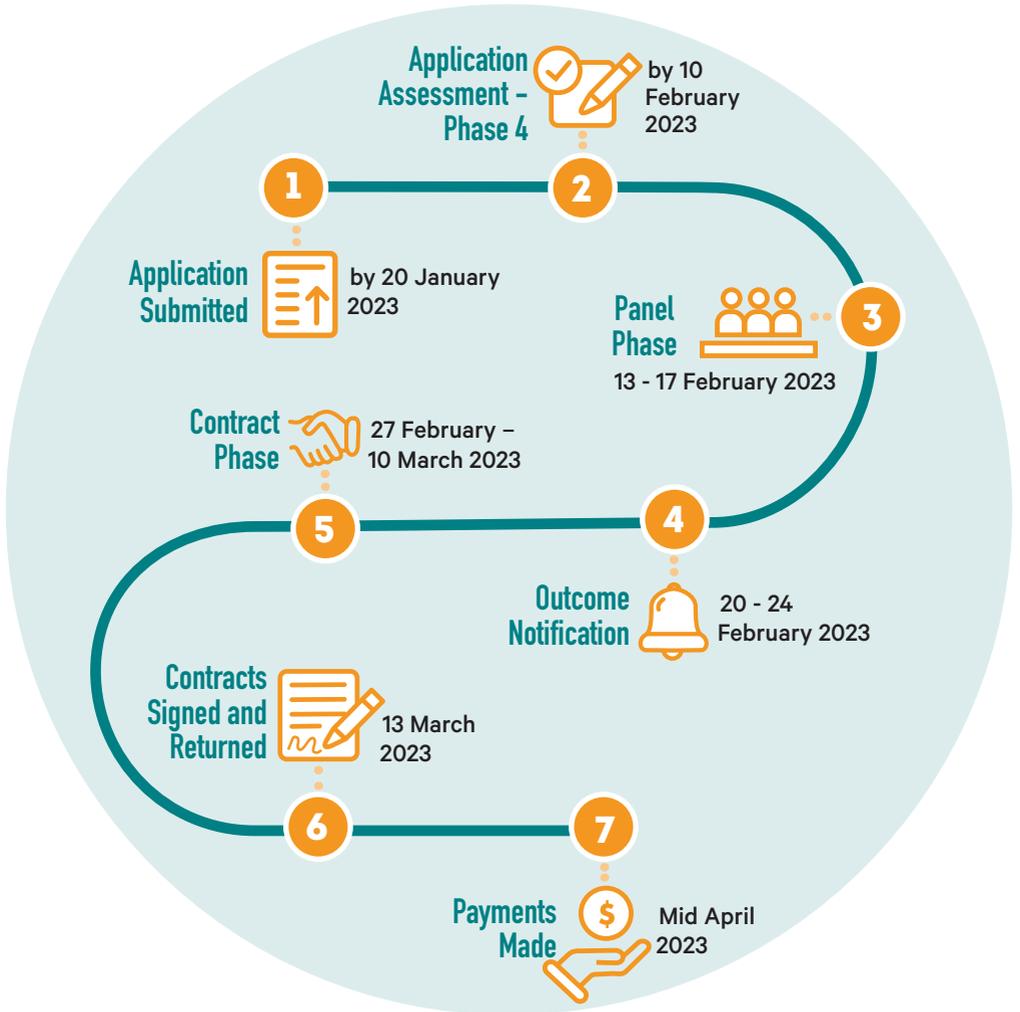
### Cashflow Statement



### Budget for the current financial year

The Ministry's Finance team will provide advice on your documentation and this advice is weighted at 20%.

# Assessment Timeline



**Note: Timeframes may be subject to change.**

# Tauola Business Fund



## Frequently Asked Questions

# FAQ

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Below are some frequently asked questions about the Tauola Business Fund. If you have a question that isn't answered here, please contact [tauola@mpp.govt.nz](mailto:tauola@mpp.govt.nz)

## Q1. How do I apply for the fund?

Please apply online here: [mpp.govt.nz/tauloa-apply](http://mpp.govt.nz/tauloa-apply) where you will be able to save your application and come back to it where needed.

## Q2. What do I need to submit with my application?

You will be required to upload the following documents as part of your application:

- A written reference

Once your application is submitted, and if you meet all the eligibility criteria on Page 5, we will require the following documents:

- Balance Sheet Statement for two consecutive periods [01 April 2021 - 31 March 2022 and 01 April 2020 - 31 March 2021]
- Profit and Loss Statement for two consecutive periods [01 April 2021 - 31 March 2022 and 01 April 2020 - 31 March 2021]
- Cashflow Statement
- Budget for the current financial year

## Q3. Does my business qualify to apply for this fund if I don't specifically need tools or equipment to grow my business and increase productivity? What if my business would benefit from something else, such as software licences?

Yes, this fund is available for all eligible Pacific businesses looking to achieve the aims of the Tauola Business Fund. Please ensure you familiarise yourself with the tab "What's not funded" on the webpage: [mpp.govt.nz/tauloa-apply](http://mpp.govt.nz/tauloa-apply)

## Q4. Can I apply for the fund if my business has only been operating for a short time (less than 12 months) but my turnover is high?

The eligibility criteria requires that businesses be trading for at least 12 months.

**Q5. Can I apply for this fund if I am already accessing other government funding or grants?**

Yes, businesses already accessing other government funding or grants from different agencies can apply for the Tauola Business Fund. However, where businesses are current recipients of the Ministry for Pacific Peoples' funding, they will not be eligible.

**Q6. What does “commercially operating” mean?**

A business that is operating commercially for profit (with a turnover of more than \$60,000 per annum) where all profits are directed or redirected towards the commercial operations of the businesses.

**Q7. If we define our business as a social enterprise, are we eligible?**

The Tauola Business Fund does not consider the objectives of a business, therefore as long as the profits are directed/redirected back into the business/commercial operations and your business meets our structure requirements (limited liability or partnership business with a minimum of 50% Pacific ownership and has a turnover of more than \$60,000 per annum) then you are eligible.

Social Enterprises are funded in the Pacific Aotearoa Community Outreach - Social Enterprise Fund online here: [mpp.govt.nz/apply-paco](http://mpp.govt.nz/apply-paco)

If you have any questions concerning your business structure, please email [tauola@mpp.govt.nz](mailto:tauola@mpp.govt.nz)

**Q8. Can this fund create a new job in the business, or support the salary of a newly created job if this will scale up the operations of my business?**

The Tauola Business Fund cannot directly create a new role or fund a salary as it is not for wage subsidies. Please see the Ministry for Social Development page for this support.

However, where a business is successful in obtaining funding for an asset and/or training, the Ministry expects that it will be enabled to hire additional employee/s in a current or new role.

**Q9. Can this funding be used for upskilling, training, or education?**

Yes, if the application clearly demonstrates how the upskilling, training and/or education will contribute to the commercial operation of your business and aligns with the aims of the Tauola Business Fund.

## Q10. Can I purchase a vehicle with this fund?

Yes, if it is clearly demonstrated in your application how it meets the aims of the Tauola Business Fund.

## Q11. How does the Ministry for Pacific Peoples ensure an equitable split of the funding across multiple regions?

Previously, Auckland was excluded from the first round of funding. However, this round is now open to the whole of New Zealand and there is no allocation towards specific regions.

## Q12. Which other Pacific providers can I liaise with to get additional support?

As part of the Pacific Business Village, the Ministry for Pacific Peoples funds the following providers and networks to deliver support to Pacific businesses:

- [Wellington Pasifika Business Network](#)
- [Pacific Trust Otago](#)
- [Pacific Business Collective](#)
- [Porirua Pasifika Business Hub](#)
- [Fale Pasifika Te Tai Tokerau](#)
- [Waikato Pacific Business Network](#)
- [Safe 365](#)
- [WE Accounting](#)
- [Oyonnx](#)
- [HTK Group Ltd](#)
- [Yorke Stone & Associates Chartered Accounting](#)

Other government agencies that could be useful are: New Zealand Trade and Enterprise, Ministry of Social Development, Inland Revenue Department, and Regional Business Partner Network.

## Q13. Am I eligible for the funding if I only have 49% (or less) ownership of the business?

No, the eligibility criteria requires limited liability or partnership businesses to have a minimum of 50% Pacific ownership. Sole traders need to be 100% Pacific owned.

#### **Q14. If I am successful, do I need to pay my 15% co-contribution up front?**

Applicants who are eligible will be required to provide two competitive quotes during the assessment phase (prior to applications going before a Panel).

Where an applicant is successful in securing funding, a contract will be sent to the applicant with details demonstrating the 85/15 payment split (the applicant will contribute 15% of the requested funding and the Ministry will pay the remaining 85%).

The contract will outline how the third-party will be paid directly by both the Ministry and successful applicant according to their amounts.

#### **Q15. If our application is unsuccessful, can the Ministry for Pacific Peoples provide other funding opportunities that align to our business aspirations?**

The Ministry for Pacific Peoples will endeavor to provide guidance to unsuccessful applicants on other funding available.

As outlined above the Ministry funds networks and providers within the Pacific Business Village to provide support services to Pacific businesses.

#### **Q16. What happens if I am successful but cannot meet the objectives or goals of the fund?**

All successful applicants are expected to deliver on agreed outcomes. Where issues arise with delivering on their contract, each situation will be assessed case-by-case.

#### **Q17. Would my application be considered if my business does not yet have a turnover of \$60,000, however, I strongly expect my business to have that turnover next financial year?**

Unfortunately, where a business does not meet the eligibility criteria within the timeframe provided, their application will not be progressed.

#### **Q18. If we are successful, what are the next steps in the process?**

- If you are successful, you will be notified by or on 24 February 2023.
- Following notification, a draft outcome agreement (contract) will be sent to you for review.
- You will have 10 working days to review this contract, ask questions, and return a signed version.
- Contracts will then be signed by the Ministry for Pacific Peoples and third-party suppliers will be paid.

**Q19. If our business is successful, when we will receive the funding?**

Subject to businesses providing required documentation on time, all third-party suppliers will be paid by April 2023.

**Q20. If I have been successful in gaining other funding from the Ministry for Pacific Peoples, can I apply for the Tauola Fund?**

If you have received funding from the Ministry, your contract will prevent you from applying for a similar fund as capital outcome agreements cannot run concurrently (e.g. successful Pacific Regional Enterprise Fund, and Tauola Business Fund (round 1) recipients cannot apply for this round of the Tauola Business Fund).

