

# Key principles of a successful Economic Development Project

As a region, Tasmania has demonstrated that when it puts forward a good project it can compete nationally.

A growing economy means better jobs, more wealth and greater opportunities for regional communities. Increased economic activity and wealth creation raises the standard of living and attracts skilled, working age people to the state.

Economic opportunities exist in Tasmania by building on the strength and reputation of research and innovation, leveraging on opportunities created by irrigation infrastructure, and wealth generating industries such as the recent significant growth in tourism.

This information sheet summarises the key principles of a successful project.

## Principle 1. Economic Growth

How will the project support the local and regional economy?

Can you quantify the economic benefits of the project?

How does the project contribute to and sustain regional economic growth?

Does it address economic transition/transformation?

What is the scale or scope of the project's impact and benefit?

The seven criteria we look for:

1. Drive economic transition or transformation
2. Build on the regions competitive advantage or create new ones
3. Enhance our economic capacity
4. Retain and/or develop skills within the region
5. Stimulate private investment and create jobs
6. Integrate multiple development initiatives to create scale of the benefit
7. Result in broader scale investment or wealth creation

### Want more?

#### Where to find additional resources?

Links to data, templates and other useful information is provided on our website.

Stay up to date with all the recent news and information through our e-news.

Register on line at our website:  
[www.rdatasmania.org.au](http://www.rdatasmania.org.au)

### Stronger

Clearly demonstrated and quantified impact on the regional economy measured by some or all of the seven economic growth criteria.

### Weaker

Little documentation is ready, or is descriptive and general, instead of concise and professional.



## Principle 2. Project Definition

Behind every good project is a stack of evidence that shows it is viable and that risks can be managed.

The type of evidence you'll be expected to provide can include:

- Proof of concept;
- Feasibility study;
- Business case;
- Risk management plan;
- Confirmation of funding;
- Procurement plan;
- Regulatory approvals if required such as planning, environmental and heritage.

### Stronger

Documents required for the level of complexity of the project are completed and available.

### Weaker

Little documentation is ready or is descriptive and general, instead of concise and professional.

## Principle 5. Readiness to Proceed

'Shovel-ready' projects are popular because construction and benefits can flow within a short time of gaining funding.

A project that is ready to proceed has business planning, legal, local council and regulatory permissions in place.

Are your partnerships and collaborations in writing and ready to go?

When will the project commence and be completed?

Is the project dependent on the completion of other activities, contractors or the supply of specialty goods or services?

### Stronger

Planning and approvals in place and can proceed in 1-6 months.

### Weaker

Unlikely to commence within 12 months of all funding being committed, approvals not identified or not obtained, planning conceptual and incomplete.

## Principle 3. Wider Support

Good projects don't happen in isolation. They are mutually beneficial for the region and the project proponent.

Can you describe the extent of support you are getting from the local Council or Government departments?

Or the contribution you are getting from business and industry?

What way is the community involved?

Does the project integrate other initiatives in your region?

Describe the extent and nature of external support eg community consultation, letters of support, indicative financial support, secured financial support, in-kind support.

### Stronger

Mutually beneficial partnerships with a range of stakeholders (private sector, and industry groups, institutions, number of LGA's).

### Weaker

Community acceptance of project is limited to generic letters of support and no partnership funding or support.

## Principle 6. Strategic alignment

Projects that fit into a wider context and add value not just to the proponent but to the broader region are more likely to gain support.

How does the project fit into the surrounding region? What similar services or facilities currently exist? How broad is the need and demand for the project?

Can you show that the project fits within a bigger picture and can be linked to Tasmania's comparative advantages?

Does it link to industry plans, local council strategies, regional council priorities, or state government strategies?

### Stronger

Clearly illustrates fit in local, regional and government context.

### Weaker

Focus only on the proponent without information on alignment with external environment.

## Principle 4. Partnership funding

What amount of funding do you have already and what do you need?

Include detail on both cash and in-kind support. Have you outlined the financial viability of the project and the partnership support you are seeking?

Has the project stimulated investment (e.g. private or public funding)?

Is the project fully funded?

Is ongoing funding required?

Can you demonstrate value for money and be clear on expected benefits?

Are you clear on the:

- Total cost of project?
- Total amount of cash or in-kind assistance requested?
- Value and status of partner contributions (eg committed/confirmed/unconfirmed)

### Stronger

Project budget committed and detailed.

### Weaker

Budget unconfirmed or conditional on external factors.  
Budget planning incomplete.



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