



## **Accelerating Growth Loans - Pilot**

### **Frequently Asked Questions**

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## **What is the Accelerating Growth Loans Pilot?**

The Accelerating Growth Loans (AGL) pilot aims to drive jobs and business growth by providing emerging scalable fast-growth businesses with capital to address barriers in accessing affordable finance from commercial sources.

The AGL pilot aims to test the market for these loans and evaluate the effectiveness of a loans program in accelerating the growth of jobs and businesses in NSW.

## **What funding is available?**

Under the AGL pilot, individual loans with a principal value of between \$100,000 and \$300,000 are available for a term of between 6 and 36 months. A total of \$3.5 million from the Jobs for NSW Fund has been allocated for the pilot.

## **Who can apply?**

You may apply for an AGL if your organisation is:

- a company incorporated under the *Corporations Act 2001* (Cth) which is registered for GST (other than a tax-exempt company) or
- an individual, partnership or unincorporated trustee who agrees to form a company incorporated under the *Corporations Act 2001* (Cth) (other than a tax-exempt company).

## **What are the eligibility criteria?**

You may be eligible for an AGL if you meet all of the following conditions:

- employ a minimum of five people (including full time, part time and casual)
- have annual turnover of between \$500,000 and \$3,000,000 in the most recent financial year
- have experienced turnover growth or employee growth at an average minimum of 20% each year over the previous three years, including the most recent financial year
- have been unable to secure affordable finance from commercial lenders.

## **How do I apply for an Accelerating Growth Loan?**

To apply for an AGL, you must complete the online application found on the Jobs for NSW website.

## **Do all applications have to be lodged online?**

Yes, all applications must use the standard online application form and be submitted by 5pm 02 November 2016.

Eligible applications must be submitted online before the closing date and time. Late applications will not be considered.

### **What costs are associated with applying?**

A fee of \$1500 per application applies for successful applicants.

Any costs for producing an application are borne by the applicant.

### **What should I do if I am unable to make repayments?**

You will be required to proactively notify Jobs for NSW of any changes to your financial position which may impact your ability to service and repay the AGL within the loan term.

If you're unable to make your next loan payment, you should phone Jobs for NSW on 1300 562 679 as soon as you become aware of the change in circumstances, and before your payment is due to discuss your options.

### **What happens if I default on my loan?**

If you default on your loan, we may ask you to pay your full loan amount immediately and take additional steps to recover the amount owing.

### **Why do I need to have asked my bank first before I apply?**

Jobs for NSW does not intend to compete with the banks and therefore can only approve a loan if your company's bank has been unable to do so. This may be demonstrated using documentation from your financial institution (such as a letter or e-mail) or through Jobs for NSW contacting your relationship manager at your financial institution to verify.

### **How do I know whether my project site is classified 'Regional NSW'?**

Regional NSW includes locations outside of the Sydney Metropolitan area, Newcastle and Wollongong.

Locations regarded as 'Regional NSW' are defined in the [AGL pilot guidelines](#).

### **Can I apply if my business headquarters is located overseas?**

You may only apply if the project site is located in NSW and you will be using 50% of the loan towards staff expenses (wages and training) in NSW.

### **Can an agent apply on my behalf?**

No, all applications must be submitted by the company secretary or director.

### **Can I apply if I have previously received NSW or Australian Government assistance?**

Yes, however AGL funds may not be used for project components already awarded by other government (Commonwealth, State or Local) grants, loans or subsidies.

### **Can I change an application that has been submitted?**

If you have made a mistake in your application before the closing of submissions, contact Jobs for NSW on 1300 562 679.

After the application closing date of 02 November 2016, your application will be regarded as final and will not be able to be changed.

### **When will my application be assessed?**

Applications will be assessed at the end of the application period on 02 November 2016.

### **Who will be assessing my application?**

Jobs for NSW will be assessing your application. A third party, Veda Pty Ltd (and its subsidiary Corporate Scorecard Pty Ltd) will be undertaking the credit assessment on each application.

Applicants may be required to provide additional information to Jobs for NSW, which may be shared with Veda Pty Ltd exclusively for this purpose.

As part of the due diligence process, you will also be asked to provide verification of your identity.

The cost of this screening is \$1,500 (ex. GST) per application, which will be recovered from applicants who are successful.

### **When will I hear whether my application has been successful?**

After the completion of the assessment process, Jobs for NSW will contact both successful and unsuccessful applicants, using the contact details supplied in the application form.

### **Will the information I provide in the application be secure?**

Jobs for NSW will treat information received in applications as confidential. However, documents Jobs for NSW holds are subject to the Government Information (Public Access) Act 2009 ("GIPA Act"). This means that the information contained in application forms and other information you provide may be released in response to a request lodged under the GIPA Act.

If your application is successful, the information provided in and supporting your application will form part of an agreement with Jobs for NSW in respect of any assistance provided. It is a condition of any assistance that you must reach an

agreement with Jobs for NSW on any public announcement of the project in NSW and the State Government's role in any official launch of the project.

In the case of unsuccessful applications, Jobs for NSW may publish the number of unsuccessful applications, but would not disclose the details of the applicant or proposal. Any publications and reporting would be conducted in accordance with the reporting requirements of Jobs for NSW in the Jobs for NSW Act 2015 and the recommendations of the NSW Auditor-General's Report, 'Performance Audit – Government Assistance to Industry'.

Where Jobs for NSW collects personal information from an applicant for the purposes of assessing eligibility for a loan, this information may be disclosed to staff administering the program, Our Community Pty Ltd and to a credit assessment agency in order to assess and administer the application. If the applicant does not provide this information Jobs for NSW will not be able to assess the application. This information will be held by Our Community Pty Ltd, a grant management software provider.

Information regarding the Jobs for NSW privacy statement is available at <http://www.industry.nsw.gov.au/privacy>.

### **Will my project be made public if successful in securing a loan?**

A project description will be published on the Jobs for NSW website and may also be used for promotional purposes and financial reporting by Jobs for NSW.

### **Can AGL funds be used to refinance existing debts associated with the project?**

No, AGL funds may not be used to refinance existing debt.

### **Can I access unsecured finance through AGLs?**

Loans may be offered on an unsecured basis, depending on the risk profile of the applicant and the proposed use of loan proceeds.

### **How do I repay my loan and when do I have to make payments?**

To repay your loan, you will need to make monthly payments via direct debit or BPAY. Relevant details will be included in the loan agreement if your application is successful.

### **Why can't I borrow less than AUD\$100,000 or more than AUD\$300,000?**

The AGL pilot has been designed to identify gaps in the market for affordable finance to emerging high-growth companies.

If you would like to discuss loans greater than \$300,000 please contact Jobs for NSW on 1300 562 679 or email [accelerate@jobsfornewsw.com.au](mailto:accelerate@jobsfornewsw.com.au).

### **Can I contact someone if I need help with my application?**

Yes, you may phone Jobs for NSW on 1300 562 679 or email [accelerate@jobsforNSW.com.au](mailto:accelerate@jobsforNSW.com.au).

Please note that advice provided by Jobs for NSW relates only to the AGL pilot criteria and how to complete the application form. It does not constitute financial advice by Jobs for NSW or the NSW Government.

Jobs for NSW recommends that each applicant obtains its own independent financial and legal advice before entering into a loan agreement and associated documents.

### **Where can I find more information on the AGL pilot?**

More information on the AGL pilot including guidelines, eligibility criteria and instructions on how to complete the application form are available at:

<http://www.jobsforNSW.com.au/how-we-help/small-to-medium-enterprises/accelerating-growth-loans>