

NSW is making good progress but we could do more...

 **44%** of Australia's startups are in NSW

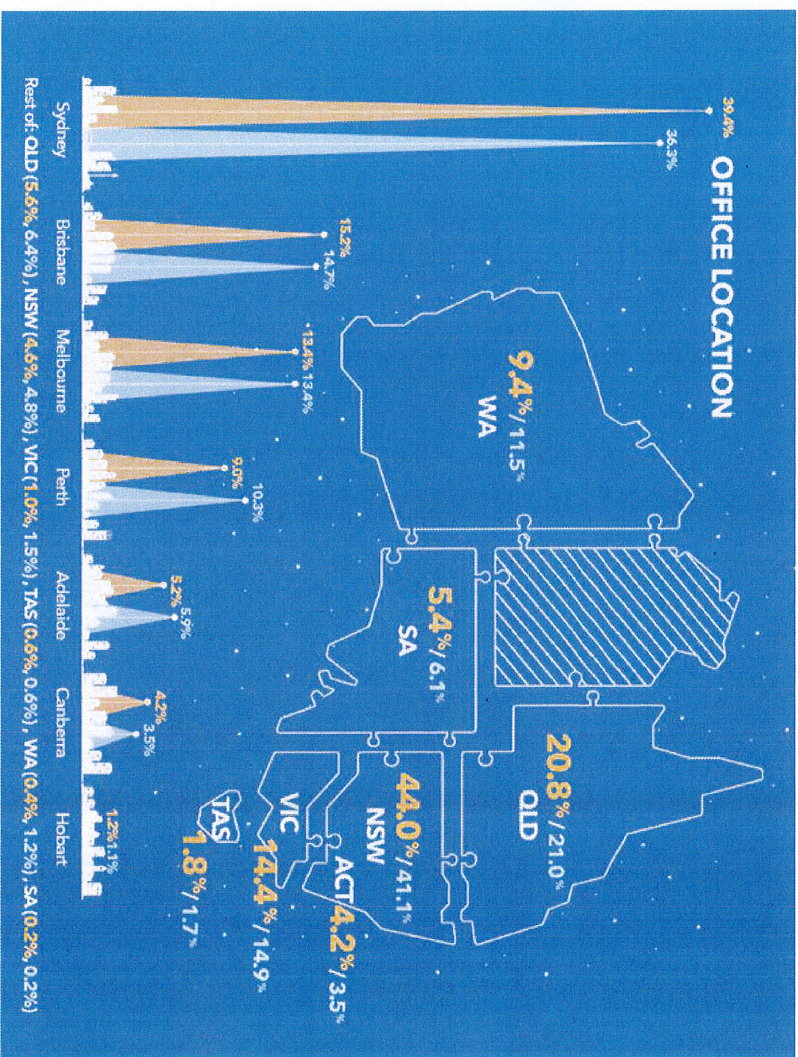
1 in 10 startups are in regional NSW

Since the NSW Government's submission in July 2017, we have launched:

- | | | |
|--|--|--|
| The Regional Landing Pad
in the Sydney Startup Hub | Local Innovation Network
to overcome barriers for startups & scaling firms throughout regional NSW | GATE – a collaborative research and technology facility
with DPI in Orange |
|--|--|--|

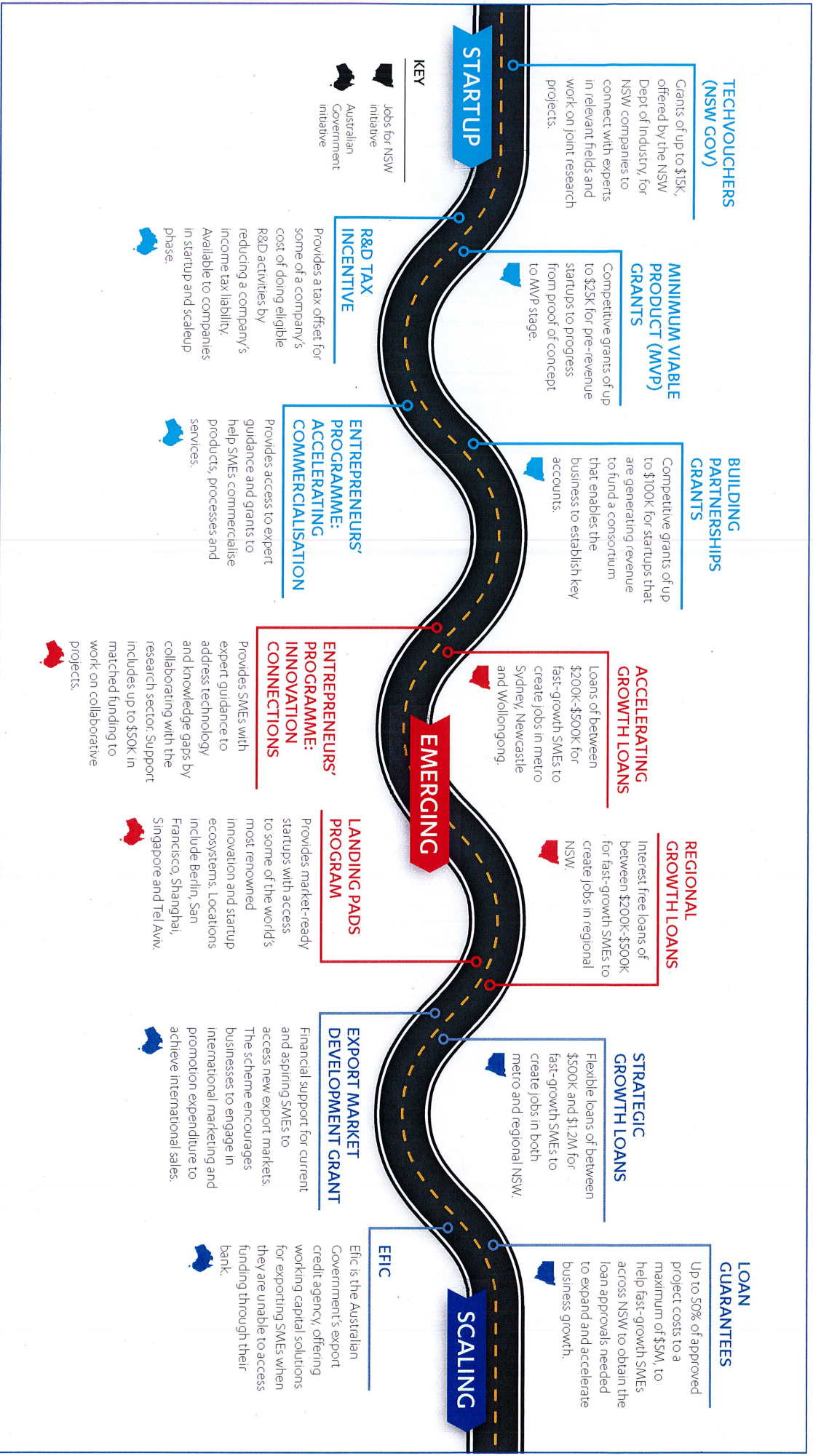
Jobs for NSW has supported more than 90 regional businesses and the **Business Connect** network advised more than 5,000 regional businesses

We could do more to help people better understand the broad range of support available for regional startups



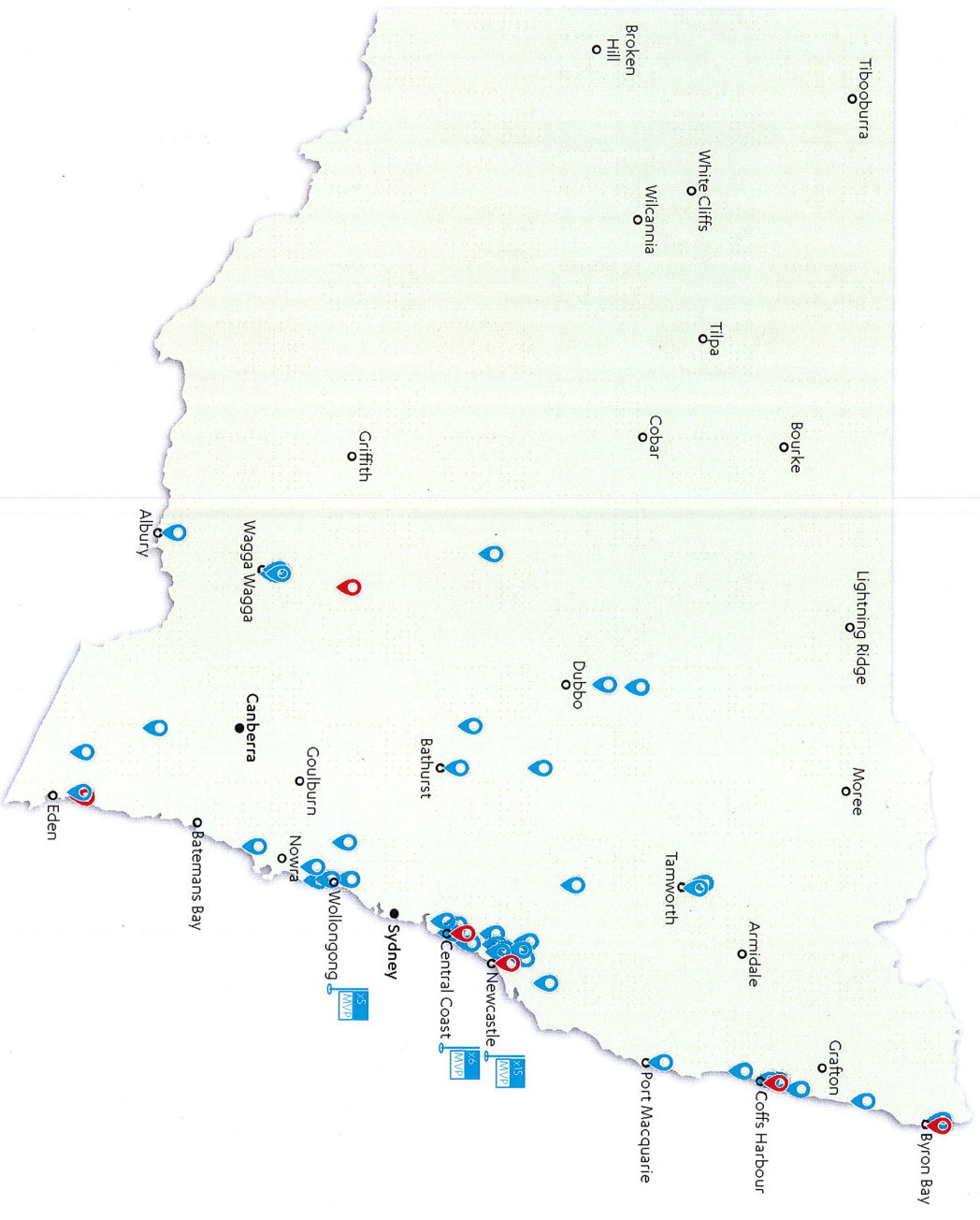
Jobs for NSW Funding Roadmap

Funding and support for innovative startups and scaling small-to-medium enterprises in NSW



Jobs for NSW Regional Startup Funding

2014 to 30 April 2018



69 REGIONAL GRANTS

-  Minimum Viable Product Grants (MVPs)
-  Building Partnerships Grants (BPs)

Case Study: Binary Beer (Wollongong)

Jobs for NSW has helped to put Wollongong-based startup company Binary Beer in prime position to tap into the global brewing industry, with a new system that tracks and monitors beer kegs.



About 10% of the world's beer kegs are lost or stolen each year from incorrect deliveries and insecure storage outside bars.

1
NOV 2016

Chosen for Global Business Bootcamp – MassChallenge (sponsored by NSW Government)

2
FEB 2017

Finalist: Global Pitchfest (Boston)

3
MAR 2017

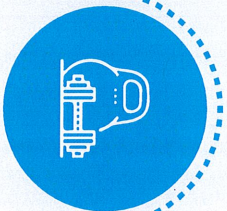
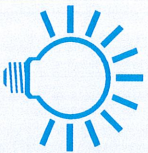
Applied for MVP Grant (\$25,000)

4
MAY 2017

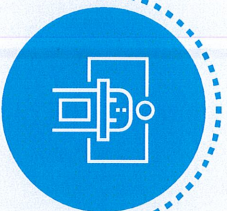
Approved for MVP Grant Co-Funding

5
JUL 2017

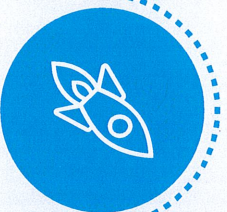
Investment



Pressure test their idea



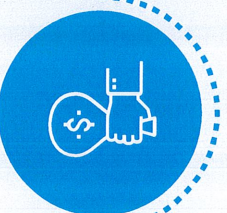
Pivot their idea: New target market and widened product offering



To create concept and initial prototype



Once prototype is refined, allows company to pilot with a local beer brewing company



Australian technology set to be trialed by international craft brewers

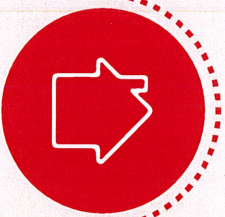


Case Study: Cumulus VFX

A \$300,000 loan from Jobs for NSW will help visual effects company Cumulus to create 40 jobs in the Byron shire over the next five years.

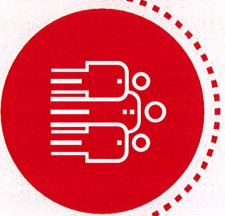
1

2014
Business originates from garage in Bangalow, NSW



2

SMALL BIZ
Team of 10 working on small projects



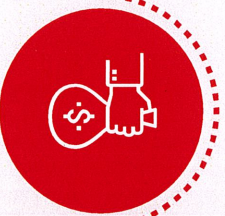
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OPPORTUNITY
Expand project base to include work from Framestone UK & US



4

2017
Jobs for NSW provide \$300,000 Regional Growth Loan



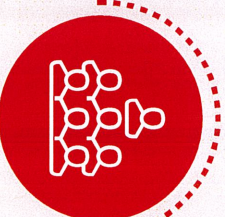
5

EXPANSION
Business is able to upgrade systems and digital security and expand team to meet demand



6

2018
Team has grown by 14 FTE to 24 FTE, and relocated to a new, improved facility in Byron Shire



"I hope to be able to bring on one junior for every senior staffer that I hire".
Will Gammon, Founder, Cumulus VFX

