



International Education Growth Fund (2016 Round)

At a glance	
Type of grant	Co-funding
Minimum grant	\$10,000
Maximum grant	\$50,000
Applications close	Friday 8 April 2016, 5.00pm (NZT)
How to apply	Apply online at www.enz.govt.nz

Grants

1. Education New Zealand (ENZ) offers to co-invest in new initiatives or innovative international education projects through the International Education Growth Fund (IEGF).
2. Applications for projects seeking matched funds of between \$10,000 and up to \$50,000 are invited from eligible providers.
3. Applicants are required to provide matching funds for the amount of grant requested. "In-kind" contributions, as opposed to cash co-investment, will not be accepted.
4. Projects, or that element for which ENZ funding is sought, should not commence before funding agreements are in place (expected by 9 June 2016).

Eligibility

5. The following providers are eligible to apply for funding:
 - New Zealand education institutions or providers (category one and two only, where applicable)
 - New Zealand businesses that offer education services or products offshore
 - Peak bodies representing education institutions or business.
6. Applications involving more than one institution / organisation, partnerships or consortia are encouraged.
7. Regional education groups / economic development agencies should discuss support for their activities with staff under the ENZ Regional Partnership Programme (RPP).

Types of proposals supported

8. The IEGF supports proposals that:
 - target new initiatives and innovations which will achieve a step change in international student numbers or on- or off-shore international revenue
 - focus on sustainable and scalable activities that will allow the international education industry as a whole to benefit
 - target points along the international education value chain such as market development, distribution, product and service development
 - encourage longer-term and/or large scale projects
 - involves collaboration or partnership with other organisations (either onshore or offshore)
 - enable industry to respond to smaller scale quick-win opportunities.

Please note that project activities in New Zealand or Australia will not be funded.

Selection process

9. ENZ will evaluate applications on the basis of the extent to which the proposed activities meet the following criteria:
 - aligns with ENZ objectives¹, including target markets where appropriate.
 - targets new initiatives, is innovative and outside business-as-usual activity
 - provides a commercial return to the applicant and is value for money
 - provides broader economic benefits to the sector, a region or to New Zealand
 - is scalable or has benefits beyond the life of the investment
 - likelihood of success including:
 - soundness of the proposal and capability and experience of applicant
 - the fit if the applications involves collaboration or partnership with other organisations (either onshore or offshore)
 - identification of targets and measures, so that outcomes can be monitored and evaluated throughout the lifetime of the investment
 - realistic budget
 - identification of risks and mitigation strategies for these risks
 - project track record for those applicants with previous or current ENZ funding.
10. Proposals should:
 - be consistent with broader economic policies, the regulatory environment and New Zealand's international obligations;
 - clearly outline the expected outcomes and benefits from the investment and the rationale for assumptions behind these;
 - demonstrate that there is NO duplication of existing central government investment in international education and related sectors, including staff salaries.
11. ENZ may seek advice from other agencies when considering applications such as the New Zealand Trade and Enterprise, the Ministry of Business, Innovation and Employment, the Ministry of Education, the Tertiary Education Commission and peak bodies. Applicants may also be contacted for further information about their business background or proposal, including for permission to contact project partners or to provide referees.
12. Each application will be considered on its merits. You may be contacted to discuss other ways in which ENZ can provide practical assistance and other tools that could be offered as well as or instead of funding support such as business validation and export readiness services.
13. ENZ may decide that there are no applications that merit funding support.

¹ ENZ objectives include:

- increase student numbers onshore, especially high value students
- increase postgraduate enrolments onshore
- improve the industry's regional spread through higher student numbers in Hamilton, Wellington and Dunedin
- support provider's product development (for example, new courses or qualifications)
- focus on the target markets (for projects aimed at increasing onshore student numbers):
 - **rebalance** – China, India
 - **mature** – Chile, Malaysia, Germany, South Korea
 - **promote** – United States, Indonesia, Brazil, Japan, Thailand, Viet Nam, Saudi Arabia
 - **explore** – Pakistan, Philippines, Colombia
- increase the exports of education services and products
- increase international student enrolments in NZ institutions/courses offshore
- develop the role of technology in international education delivery.

Out of scope

14. Ineligible costs may not be claimed and will not be paid for by ENZ whether they are incurred as a result of the project or not. Such costs include, but are not limited to:
- activities that are scheduled and resourced prior to signing this agreement
 - capital purchases, software or hardware
 - scholarships or course subsidies
 - general expenses and indirect costs associated with the project
 - business or first class flights, food or local transport costs while overseas
 - “business as usual” activities, e.g. staff salaries (ENZ will not pay for staff time, where the staff member is already employed at the recipient’s organisation, except where: the staff time is directly related to the project; and the staff time spent on the project is outside of their usual contracted/agreed hours or additional staffing is contracted to cover their usual hours; and the recipient provides evidence of the above. ENZ may reimburse staff time at a reasonable rate not in excess of their existing hourly rate.)

Contracting and reporting

15. Successful applicants will need to finalise a funding agreement within four weeks of being advised by Education New Zealand or the offer of funding will lapse.
16. The funding agreement will include a schedule for milestones, the payment of invoices, and reporting requirements. Final reporting will require successful applicants to outline how the funding was utilised (including by providing supporting documentation, e.g. receipts), provide an overall assessment of the success of the activity and any recommendations for future activity.

How to apply

17. Application forms are available at www.enz.govt.nz. Completed applications must be submitted online.
18. Applications must be received **by** 5.00pm on Friday 8 April 2016 (NZ Time). Applications received on or after 5.00pm on Friday 8 April 2016 will not be considered. No extensions will be granted.
19. All information relevant to the project should be included on the application form. No additional material or separate attachments will be considered.
20. ENZ will endeavour to inform applicants of the results by 20 May 2016.