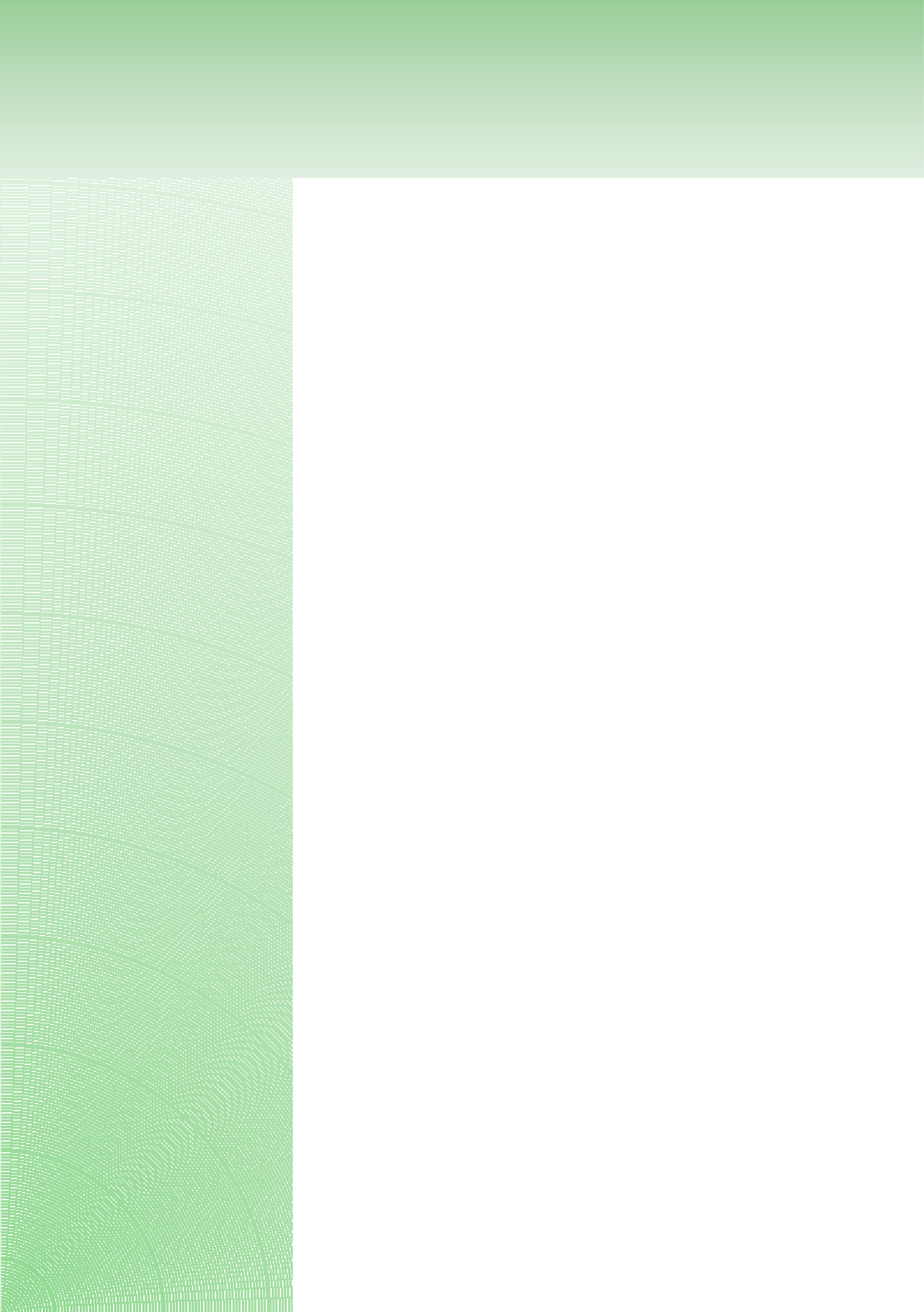
# Rural and Regional Economic Solutions

*Intelligent, Evidence based and Creative design*

## At a Glance



Principal: **Juliet Grist**

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**Qualifications**

* Bachelor of Economics
* Diploma of Community Welfare Work
* Diploma of Community Service

**Skills and Experience**

* Regional Development
* Grant assessment, advice, writing and securement
* Private investment assessment up to $2 billion in value
* Complex stakeholder engagement
* Business consultancy including strategic planning
* Not for profit Committee member (various)
* 2010 Dry Seasons Advisory Committee member
* Senior Banking roles with Macquarie Bank Ltd and National Australia Bank Ltd.

**Core Offering**

#### Opportunity identification and best practice (buddy economist)

A cost-effective solution for Shires who do not have a dedicated EDO, however also works well in combination with the Economic Development Mentor program (see below) as robust development support. In this offering, developing staff are ‘stepped through’ the process of understanding local data and dynamics with a review of possible interventions taking account of best practice outcomes achieved in similar populations. Where no dedicated EDO exists, analysis and advice is provided direct to the CEO. *In this offering we roll up our sleeves and help you to do the work required.*

1. **Research** - Sourcing, collating, testing and analysing regionally relevant data to build a local story that assists impactful decision making.
2. **Submissions to Inquiries -** Ensuring the voice of Local Government and other regionally important organisations are heard when opportunities to contribute and influence regional policy considerations arise.
3. **Preparation of Briefing Notes** - To break down complex projects to a cohesive narrative, enabling stakeholders to be meaningfully engaged in a shorter timeframe.
4. **Professional Development** - To grow the capacity of Economic Development staff and key community groups.

#### Economic Development Mentor

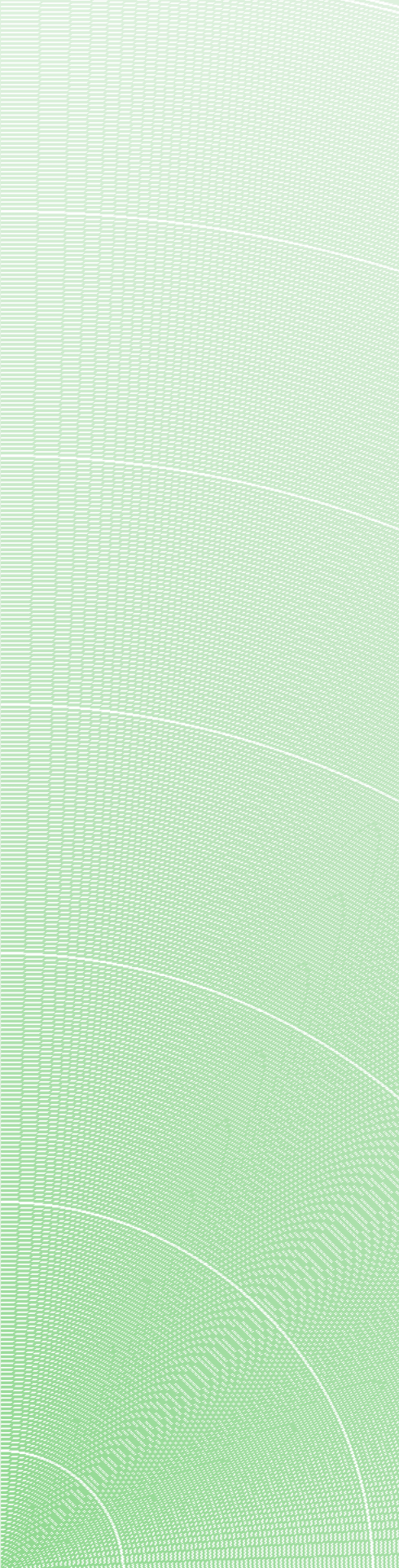
The Mentor provides an individual program depending on need, which may include such topics as how to understand and brief the preparation of a Cost Benefit Analysis to support project application, determining the multiplier impact of various development options, and how to prepare a business case. *In this offering, we train your staff so that they can do the work required.*

#### Community Organisations Mentor and Support

A supplement to community engagement activities with the provision of professional support to the Shires’ key community organisations. A mentorship role that guides community organisations through the process to secure funding, including identification of funding streams and evidence to progress an application.

1. **Scoping of Economic and Social Impact** including literature reviews to inform project consideration.

# Rural and Regional Economic Solutions



### Capacity to lead strategic change, based upon high critical thinking capability, research and analysis

**Capacity to re-engineer processes to achieve creative solutions, and innovate for completely new solutions**

**Capacity to build effective formal and informal teams oriented towards performance excellence**

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#### Key Regional Development Achievements - Principal Juliet Grist

* Increased approval rate of the leading Federal Government Grant from 9% to 50%, and maintained that rate over three rounds, advised as the highest approval rate in the Country.
* Led activities to a regional net present value of $12.3m on a cost base of $327,000 over a 12-month period as assessed by Pracsys Economics.
* 86% of stakeholders surveyed agreed that under Juliet’s leadership RDA Wheatbelt increased its understanding of issues of importance in the region, and its impact on finding solutions.
* Commissioned the region’s first Entrepreneurial Innovation Study and developed a Build your Business Program, two thirds funded through WA’s first ever successful consortium application to the Industry Skills Fund.
* Development of a ‘world leading’ Collaboration for Regional Impact project designed to change the conversation in regional development towards one of supporting wellbeing. This project is in its capital raising phase.
* Successful program “Enterprising Communities” involved 478 participants over 22 events across 13 shires. Initial outcomes of the program have exceeded expectations.
* Preparation of Submissions to Government on a range of matters

**Testimonials**

**Business:** *“The Wheatbelt Business Network has worked closely with Juliet over a number of years and have found her knowledge, skills and creativity in the space of economics, regional development and business development to be exceptional, insightful and highly valued”* Caroline Robinson, Executive Officer

**Regional Development:** *“Juliet is an incisive, analytical thinker, with the ability to find intelligent, evidence based, creatively designed solutions to problems while having the hands-on experience to drill down and develop strong proposals to effectively combine a*

*‘ground up’ and ‘top down’ approach that addresses all aspects of the project.”* Graham Cooper OAM Chair, Regional Development Australia Wheatbelt Inc.

**Local Government:** *“Juliet’s knowledge on grant writing and applications has been an invaluable resource to the Shire of Koorda and instrumental in assisting us with funding applications.”* David Burton CEO Shire of Koorda