

## **ATTACHMENT B**

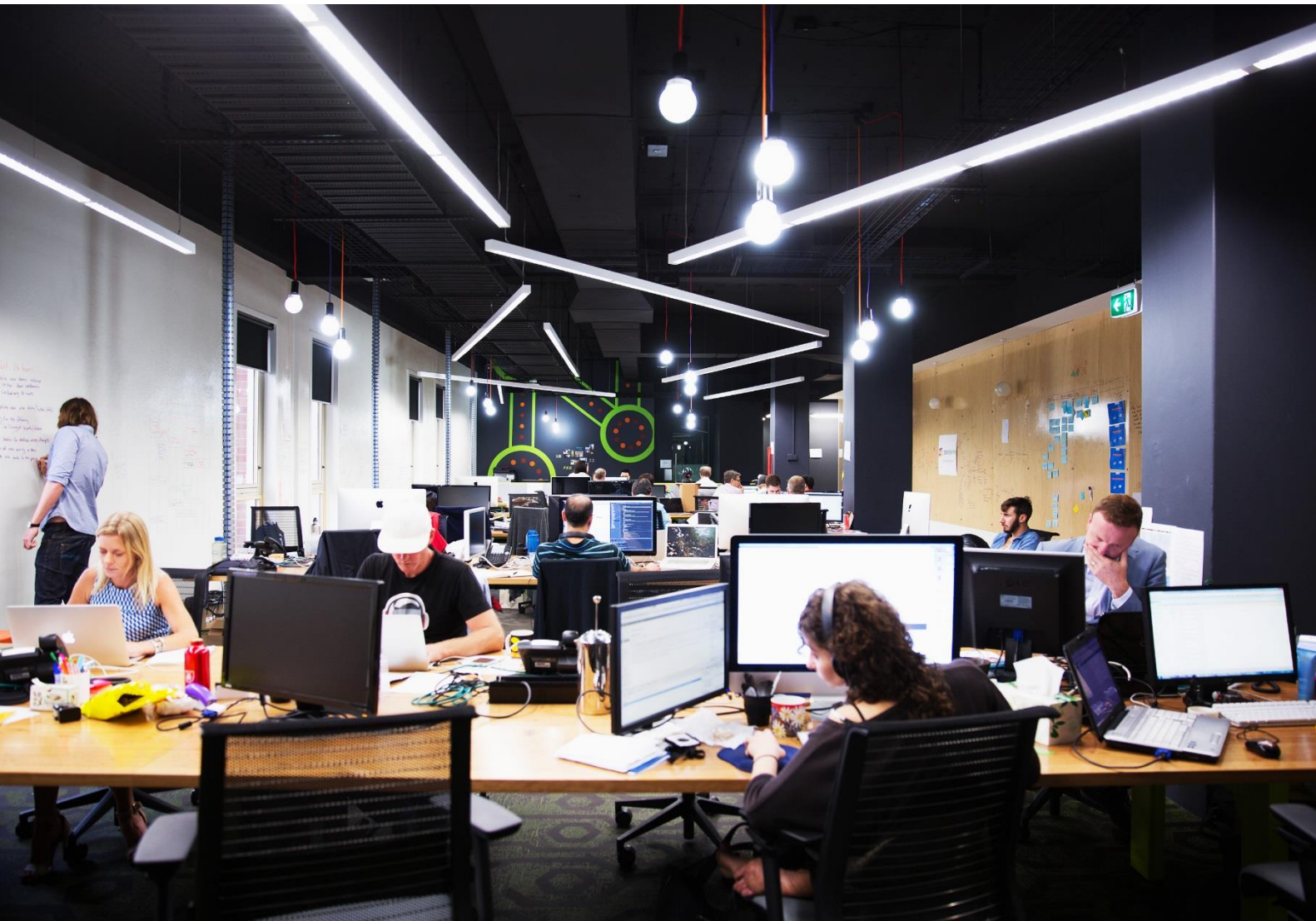
**DRAFT TECH STARTUPS ACTION PLAN  
CONSULTATION RESPONSE REPORT**



# Consultation Response

City of Sydney  
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## Draft Tech Startups Action Plan



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# DRAFT Tech Startups Action Plan

## Consultation Response

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## Consultation summary

**A strategic approach to community consultation ensured the City was informed by the community about the challenges and opportunities facing the Sydney tech startup ecosystem and the role the City could take in addressing them.**

### Background

The City's Tech Startups Action Plan outlines how the City can create an environment which enables technology entrepreneurs to start and grow successful global businesses.

A strategic approach to community consultation ensured the City was informed by the community about the challenges and opportunities facing the Sydney tech startup ecosystem and the role the City could take in addressing them.

The draft action plan was on public exhibition from 18 August to 11 November 2015. The community had the opportunity to comment on the draft plan by completing a survey, participating in an online discussion forum or emailing a submission.

The participation of a high number of relevant stakeholders resulted in constructive feedback which demonstrated strong endorsement for the focus areas and specific projects of the draft action plan and informed the final Tech Startups Action Plan.

**A report on the Tech Startups Action Plan Consultation Results is available at [sydneyyoursay.com.au/tech-startups-action-plan](http://sydneyyoursay.com.au/tech-startups-action-plan).**

### Consultation participation

In total, 344 people gave feedback via an online survey and 20 through an online discussion forum while 31 organisations or individuals emailed submissions. The consultation activity reached the target community as demonstrated in the number and range of participants which included tech startup entrepreneurs, employees and supporters, professionals in corporate businesses, investors, educators and students.

The comments in the survey and submissions were categorised by 'type' and into 12 'themes' and then by 'subtheme'.

183 people/organisations made 233 comments (there could be several types of comments in one survey response or submission).

The online survey tested 15 proposed actions or specific projects across all of the five areas of focus. For example: supporting a startup festival or events to connect tech startups with investors and leveraging our sister city relationship with San Francisco and Guangzhou.

Participants were asked to rank the proposed projects on a scale of '*strongly agree*' to '*strongly disagree*' or '*very useful*' to '*not useful at all*'.

Participants were also able to provide open-ended comments.

# Consultation response — themes and survey

**Consultation feedback demonstrates strong endorsement for the focus areas and specific projects of the action plan.**

## Response to comment themes and online survey

This table outlines the City of Sydney response to the themes in the submissions, comments in the online survey and the online survey questions. The changes to action plan are also identified.

The comments were also categorised by 'type'; as they related to the growth of the tech startup ecosystem or the action plan specifically. 45% of comments suggested an idea or project. These ideas or projects are summarised in the consultation results report and will be considered in developing projects to meet the actions in the action plan.

### Entrepreneurship education

The predominant feedback (25% of comments in the online survey and submissions) was the need for entrepreneurship skills and knowledge delivered through programs, workshops, meetups, seminars or international speakers. The need to leverage connections with TAFE and universities as a source of talent and as education providers was highlighted as was the specific need for mentorship.

- 94% of online survey respondents said it was 'useful' to support events to connect startups with investors.
- 89% of said it would be 'useful' for the City to facilitate startup education courses.
- 86% said 'useful' to support investor recruitment and education events.
- 75% 'useful' to hold an 'introduction to the Sydney ecosystem' business seminar (although 11% did not).

Response	Change to action plan
<p><b>Entrepreneurship education</b></p> <p>Consultation feedback supports entrepreneurship education in creating skilled and connected entrepreneurs as a key focus area of the action plan and proposed projects.</p> <p>The action plan, page 43, acknowledges that in all stages of startup formation it is important to have information and advice delivered via events or mentors – particularly those who have successfully navigated through growth stage.</p> <p>Creating skilled and connected entrepreneurs is a focus area of the action plan. A number of actions are outlined on page 52-55.</p>	<p>No change to action plan.</p>

Response	Change to action plan
<p>Action 2.3 identifies that the City will implement the Knowledge Exchange Sponsorship Program or develop new projects that enable expertise to be shared and skills developed, provide practical business education relevant to entrepreneurs, encourage universities to host incubator or hold startup competitions, establish or support mentorship programs.</p> <p>Action 2.2 also identifies that a Visiting Entrepreneurs Program can be created with partners.</p>	

## Ecosystem density

The comments (15%) also focused on the need for and lack of affordable office space when tech startups are launching and scaling and the opportunity for City of Sydney to provide this. A number of comments also referenced the opportunity to create a tech hub which would enable startups to connect, share ideas, mentor and partner with others.

- 93% of survey respondents agree tech startups need more affordable office space.
- 84% agree startups need to be located close to investors, accelerators, customers.
- 72% agree startups need to be located close to each other and 26% neither agreed nor disagreed.
- 91% of respondents considered suburbs within the City's local government area to be the best place suited to tech startups and their entrepreneurial networks.
- The top four areas were CBD (20%), Pyrmont or Ultimo (19%), Redfern or Eveleigh (18%) and Surry Hills (17%).

Response	Change to action plan
<p><b>Ecosystem density</b></p> <p>Consultation feedback supports increasing the density of the ecosystem, with affordable office space as a focus of the action plan.</p> <p>The action plan, page 45, acknowledges being closely located enables members of the community to interact with each other by sharing ideas, mentoring and partnering. It acknowledges that affordable office rent is critical to the ability of startups to grow. Increasing the density of the ecosystem is a key focus area of the action plan. A number of actions are outlined on page 56-57.</p> <p>Action 3.1 – 3.5 identifies that the City will work to create more innovation spaces and affordable office space, where tech startups are currently clustered.</p>	<p>No change to action plan.</p>

## Investment

The lack of (or not) access to capital was raised (14% of comments) as a barrier to the growth of tech startups in the comments about investment.

- 94% of survey respondents agree it was 'useful' to support events to connect startups with investors.
- 86% of survey respondents said it was 'useful' to support investor recruitment and education events.

### Response

### Change to action plan

#### Investment

Consultation feedback supports supporting tech entrepreneur's access to funding as a key focus area of the action plan and proposed projects.

The action plan, page 47, acknowledges access to capital has been a long standing concern to startups. The City has identified its role is not in direct investment to startups but in supporting industry activities that increase awareness of startups among investors and also connect entrepreneurs with investors and businesses.

Supporting entrepreneurs' access to funding is a key focus area of the action plan. The action is outlined on page 58-59.

The feedback supports that this action be reprioritised from 'next' to 'now'. The action plan can be updated to include the importance of ASX.

Prioritise the action 4.1 to increase the number of informed investors, on page 58, from 'next' to 'now'.

Include importance of Australian Securities Exchange ASX to Sydney's ecosystem in raising capital on page 27 in Section 9 'Sydney's ecosystem'

## Support for action plan

In the comments (13%) which were about support (or not) for the action plan, strong support was demonstrated.

### Response

### Change to action plan

#### Support for action plan

The City acknowledges these comments of support.

No change to action plan.



## Access to markets

In considering increasing business, or access to markets, the comments (11%) focused mainly on how valuable international connections are in gaining skills, obtaining customers or market share and investment and that City of Sydney can leverage these through its international relationships. The feedback also mentioned that the City can 'open its order books' to procure goods and services from tech startups and raised the value of the City creating open data.

- 93% of survey respondents consider opening up City data and encouraging testing ideas 'useful'.
- 89% consider a change to procurement policies to enable startups would be 'useful'.
- 87% consider it 'useful' to leverage sister-city relationships San Francisco and Guangzhou

## Response

## Change to action plan

### Access to markets

Consultation feedback supports developing tech entrepreneur's access to markets as a key focus area of the action plan and the proposed projects.

The action plan, page 48, acknowledges to create a global business expansion into large markets and international markets is essential. However, this can be difficult for Sydney startups that don't have business or investor relations in that country. The City has identified its role is leveraging its own 'city-relationships'. Developing entrepreneurs' access to markets is a key focus area of the action plan. Other programs like internships and landing pads are considered better aligned with NSW State and Australian government policy. The actions are outlined on page 59-60.

Of the people who commented on access to markets, a smaller amount of people considered government procurement to be beneficial but a high number of responses to the survey indicated this would be useful. The feedback supports that this action be reprioritised from 'later' to 'next'. Projects to make open data accessible and testing ideas will need to align with the implementation of City's Digital Strategy (in development) and IT Strategy and will remain 'next'.

Prioritise action 5.5 to review our procurement policies and procedures from 'later' to 'next'.

## Entrepreneurial culture and community

The lack of diversity and the need to support women entrepreneurs to start and grow global businesses was highlighted in the comments (10%) about diversity in Sydney's entrepreneurial culture and community. Comments also raised the need to raise the profile of Sydney's entrepreneurs and the community's success stories.

- 78% of survey respondents consider it 'useful' to support initiatives for women to access co-working spaces and mentoring
- 72% consider a marketing campaign of Sydney's tech entrepreneurs 'useful' (although 14% did not).

### Response

### Change to action plan

#### Entrepreneurial culture and community

Consultation feedback supports building the entrepreneurial culture and community as a key focus area of the action plan and proposed projects.

The action plan, page 36, acknowledges that there are very few women entrepreneurs in high-growth companies and their lack of representation is a major economic deficit.

While other groups within the community are not targeted within the action plan (Aboriginal and Torres Strait Islander people, entrepreneurs starting social enterprises) they are not excluded from participating or benefiting from the actions either.

The focus of the action plan, however, remains on entrepreneurs, particularly women, launching and scaling high-growth businesses. The action plan can be revised to include a goal for the participation by women in City programs.

The City has a draft Eora Journey action plan which includes actions to assist Aboriginal and Torres Strait Islander people to participate in and grow the digital economy.

Revise sentence on page 52, action 2.1, to read 'to ensure women are represented, with a goal of 50%, when the City creates programs or sponsors industry activities.'

## Computer science skills / talent

8% of comments were specific comments about the need for computer science skills in our community and that limited access to skilled employees is a barrier to growth.

- 83% of survey respondents consider 'how to code' classes in libraries and youth programs 'useful'

### Response

### Change to action plan

#### Computer science skills / talent

The action plan, page 36, acknowledges that there is a lack of skilled talent and references the demand for computer science graduates. No change to action plan.

The City has identified that national skills development and schools curriculum is the responsibility of Australian and NSW government.

The City will play a role as an advocate for early education in digital technology and in increasing computer science and entrepreneurial skills in the community, through the education programs it operates (eg how to code classes in libraries) and through sponsorship of industry initiatives.

## Regulation

7% of comments related to the impact of government regulation, primarily the barriers created by tax legislation.

### Response

### Change to action plan

#### Regulation

The action plan, page 37, acknowledges government regulation is an obstacle to startups. The Australian Government's National Innovation and Science Agenda was announced after the exhibition period of this action plan. The City acknowledges that tax regulation is federal government responsibility. No change to action plan.

## Implementation

6% of comments related to the implementation of the action plan, with a focus on the need for the work to be entrepreneur-run and that it needed to encompass all types of tech companies, not just 'digital tech'.

Response	Change to action plan
<b>Implementation of action plan</b>	
<p>The action plan, page 7, acknowledges that projects will need to be scoped and implemented in partnership with the ecosystem.</p> <p>On page 8, under 'partnership approach' the City states it will seek to create strong partnership with industry members so that we can achieve more together.</p> <p>Action 1.12 states the city will consider establishing an advisory panel on tech startups.</p> <p>The City makes a distinction between tech startups (as fast growing businesses) and other business selling products and services online.</p> <p>It acknowledges that there are tech startups who are not 'just digital' ie in clean tech or bio tech, page 24.</p> <p>The action plan also does not focus on supporting one 'vertical' eg fintech over another as this could impact on tech startups targeting other industries from succeeding.</p> <p>The focus is on creating an environment in which tech startups generally can thrive.</p>	<p>No change to action plan.</p>

## General information

6% of comments were made which provided general information about organisations and the role they played in the ecosystem to inform the action plan.

Response	Change to action plan
<b>General information</b>	
<p>The City acknowledges these comments of support and information.</p>	<p>See response to organisation submissions for information which will be included.</p>

## Infrastructure

5% of comments were made about the infrastructure tech startups businesses require; fast NBN/internet speed is essential infrastructure but lacking in Sydney.

### Response

### Change to action plan

#### Infrastructure

The City acknowledges these comments and that this type of infrastructure (NBN/fast internet speed) is the responsibility of the federal government.

No change to action plan.

## Business education

5% of comments were about business education; the cost of and need for legal advice or education but also that the needs of employees need to be addressed.

### Response

### Change to action plan

#### Business education

Consultation feedback supports entrepreneurship and business education in creating skilled and connected entrepreneurs as a key focus area of the action plan.

No change to action plan.

The action plan, page 43, acknowledges that in all stages of startup formation it is important to have information and advice delivered via events or mentors – particularly those who have successfully navigated through growth stage.

Creating skilled and connected entrepreneurs is a focus area of the action plan. A number of actions are outlined on page 52-55.

Action 2.3 identifies that the City will implement the Knowledge Exchange Sponsorship Program or develop new projects that enable expertise to be shared and skills developed, provide practical business education relevant to entrepreneurs, encourage universities to host incubator or hold startup competitions, establish or support mentorship programs.

# Consultation response — organisation submissions

## Submissions

The City's response to the submissions emailed by organisations is outlined in this table. Responses to submissions by individuals are not publicised but were considered and addressed in the response to the identified themes (in both the survey and submissions).

Organisation	Summary of submission	Response	Change to action plan
Accelerating Commercialisation, Department of Industry	Correct action plan to include detailed information on the Australian Government's Entrepreneurs Programme and Accelerating Commercialisation.	The City acknowledges the role of Australian Government's Entrepreneurs Programme in the ecosystem. This information will be included.	Amendment Revise narrative on page 43 'Australian government support' to include information in submission.
Aeona	Include Aeona, a startup centre in Surry Hills with 10 startups in action plan and offer of support.	The City acknowledges the role of Aeona in the ecosystem.	Addition Include on page 24 and page 25 'Co-working spaces' Aeona, 10 startups,
AusIndustry NSW/ACT State Office, Department of Industry, Innovation and Science	Correct action plan to include accurate information on the Australian Government support via its Entrepreneurs Program, Industry Growth Centres, Australian Small Business Advisory Services, R&D tax incentive, Cooperative Research Centres, Venture Capital Programs	The City acknowledges the role of Australian Government's Entrepreneurs Programme in the ecosystem. This information will be included.	Amendment Revise narrative on page 43 'Australian government support' to include information in submission.
CapitalPitch	Capital Pitch produce Sydney startup investment events linking investors and startups and City of Sydney could support this initiative.	Action 4.1 identifies that CoS will work with partners to increase the number of informed investors. The City will prioritise this action from 'next' to 'now'. Capital Pitch's submission will inform the work in devising projects and partnerships to meet this action.	Amendment Revise timing, action 4.1, page 58 from 'next' to 'now'.
CIM Environmental Group	CIM Environmental Group, self-funded startup with ACE Platform offer of support.	The City of Sydney acknowledges the support of CIM.	No change to action plan.
City of Sydney	City of Sydney Creative City team clarification on the Creative Spaces Program, which provides affordable accommodation to creative enterprises.	This information will be included.	Amendment Revise action 3.3 on page 57 to reflect page 45 'affordable rental space which is accessible to

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Organisation	Summary of submission	Response	Change to action plan
			entrepreneurs in tech startups where the City considers it to be a creative enterprise’.
Dwyer Lawyers	Limited partnerships are taxed as companies and losses denied; not a supportive tax environment.	The action plan, on page 40, acknowledges that there are issues of concern to the ecosystem, such as tax legislation, but which are not within our control and therefore not addressed.	No change to action plan.
Fishburners	Clarification of membership at Fishburners as at May 2015 (date of action plan): 130 startups, 202 members.	This information will be included.	Amendment Revise figure to 130 startups on page 25 ‘Co-working spaces’ table.
Freelancer	SydStart could be the international startup event as outlined in the action ‘attract international startup event to Sydney’	The City was pleased to support SydStart in 2015 and acknowledges Freelancer intends to hold this event in Melbourne in future.	No change to action plan.
Funnel Ventures	San Francisco based entrepreneur working on creating an internship program to place Australians into startups in Silicon Valley (company based in Melbourne).	Focus area 5, on page 59 identifies the City will encourage more opportunities for entrepreneurs to increase business however, support for an internship program is not currently considered to be within the resources of City of Sydney and is better aligned with NSW State or Federal government programs.	No change to action plan.
Harris Partners	Harris Partners (a digital transformation consulting company) is creating a pro-bono project, Sydney Tech Ecosystem web and mobile platform, which aims to effectively connect stakeholders in Sydney and share information about the ecosystem. It aims to address the fragmentation of the Sydney ecosystem. The platform includes events, the ability to request mentorship,	The City of Sydney acknowledges the contribution of Harris Partners to the growth of the ecosystem. Focus area 1, on page 50, identifies the City will increase awareness of Sydney’s entrepreneurs and ecosystem. Action 1.7 is to investigate a central platform that delivers information and resources. It is however, prioritised as ‘next’.	No change to action plan.

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Organisation	Summary of submission	Response	Change to action plan
	facilitates connections between users, showcases industry news and individual or company profiles and acts as a point of reference for data about the ecosystem. A request for support from City of Sydney is made.		
Hetexted.com	Works with Australian companies who want to navigate launching and fundraising, and offer of support.	The City of Sydney acknowledges the support of Hetexted.com.	No change to action plan.
iAccelerate	iAccelerate is a University of Wollongong initiative which has a presence in Sydney with the Sydney Business School which adds to the startup scene in Sydney. Events such as the iAccelerate Entrepreneur Club meetings are aimed specifically at startups and a space is being developed for iAccelerate startups within the Business School premises. Request to be included in the action plan.	The City acknowledges the role of iAccelerate in the ecosystem. This information will be included.	Addition Include iAccelerate on page 26 in 'education institutions'
Localizer.co	Offer of support to make international connections in Korea. Request for introductions to Austrade.	The City of Sydney acknowledges the support of Localizer.co	No change to action plan.
Piivot, University of Technology Sydney	Piivot collaborates with partners to create the conditions necessary to put Sydney on the map as a global icon of innovation, driven by a robust local startup ecosystem. Piivot offers to support or participate in the actions related to research, events which encourage the community to become entrepreneurs, a central platform for information and resources, startups as a career options, investigating and entrepreneurship centre	The action plan, page 26 acknowledges the important role education institutions play in the ecosystem. Focus area 2, in creating skilled and connected entrepreneurs acknowledges universities are important partners in the delivery of the action plan. The City of Sydney acknowledges the support of Piivot, and UTS' role in the ecosystem, given it is also located within an area of the city where many tech startups are located.	No change to action plan.



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Organisation	Summary of submission	Response	Change to action plan
	and creating affordable office accommodation.		
Pollenizer	One of the biggest impacts that Council could have is to use startups as vendors. Introduction to a startup, Spot Parking.	Focus area 5, action 5.5 states that the City will review our policies and procedures and establish procurement guidelines if relevant to tech entrepreneurs.	No change to action plan.
Regional Development Australia - Sydney	RDA considering the need to measure the current and future potential size of the sector and its contribution to economic growth and raising the potential for collaboration.	Focus area 1, action 1.1 states that the City will work with entrepreneurs and organisations to develop and undertake research.	No change to action plan.
Reinventure	Offer of support to develop the action plan and information about Nabo, a neighbourhood social network.	The City of Sydney acknowledges the support of Reinventure.	No change to action plan.
Social Status	The City needs to support the tech startup ecosystem across a diverse set of initiatives, but a key project is to create a program which targets and supports Sydney tech startups that are actually growing. The City needs to almost become a mentor and do whatever it can do to help grow these targeted business, including access to capital, resources, connections etc. There needs to be selection criteria and it needs to be peer reviewed by a pool of Sydney entrepreneurs.	The City has not considered a specific program which selects and targets businesses who are growing. The focus is on addressing the needs, of any company, for skills and knowledge to 'scale up'. In focus 2, page 53 however, the action plan states it will increase business education, entrepreneurial skills and access to mentors and networks. This idea of Social Status can be further investigated in developing projects to address this action.	No change to action plan.
Springboard Enterprises Australia	There is scope to raise the bar to commit to ensuring women represent 50% of the population serviced through each action. "Be Brave". Strong need to ensure that women entrepreneurs have the tools and networks to grow successful, global companies. This includes:	Focus area 2, action 2.1 on page 52 identifies that the City will seek partnerships to identify and address the barriers to launching and scaling tech startups and ensure women are represented when the City creates programs or sponsors industry activities.	Amendment Revise sentence on page 52 to read 'to ensure women are represented, with the goal of 50%, when the City creates programs or sponsors industry activities.

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Organisation	Summary of submission	Response	Change to action plan
	<p>creating a pipeline of investable companies, create a pipeline of female entrepreneurial talent, showcase this, provide coaching to neutralise any perceived credibility gap; making it 'the norm' address female reticence to ask for investment and manage risk; provide case studies that are relatable and real, mentoring and advising on the people, programs and tools that can help. Opportunities for the City of Sydney to assist Springboard: develop incubator stage programs, master classes, pitching training, coaching; promote women entrepreneurs in CoS media, communication channels; Women's Entrepreneur Summit; Girl Power summit for school aged girls to promote girls and tech; set concrete targets for incubators supported by City of Sydney to accommodate more women; equal representation on the Advisory Panel.</p>	<p>The City will continue to work with Springboard Enterprises Australia and other partners to implement projects which meet this action. The City of Sydney acknowledges the support of Springboard Enterprises Australia.</p>	
Sydney Founders Institute	<p>Support for the City of Sydney's work to support the tech startup ecosystem.</p>	<p>The City of Sydney acknowledges the support of Sydney Founders Institute.</p>	<p>No change to action plan.</p>
Tank Stream Labs	<p>As a coworking space I know my members truly appreciate the continued support from the City of Sydney. Completed Sydney Your Say survey.</p>	<p>The City of Sydney acknowledges the support of Tank Stream Labs.</p>	<p>No change to action plan.</p>
The Australian Computer Society Foundation	<p>Startups need access to skilled resources; people with technical skills. ACS Foundation runs a series of ICT Careers events aimed at senior high school students, including the 'Big Day In' designed by students.</p>	<p>The City acknowledges the role that the ACS Foundation plays in the ecosystem. The need for computer science skills in our community and access to skilled employees is acknowledged in focus area</p>	<p>No change to action plan.</p>

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Organisation	Summary of submission	Response	Change to action plan
	Opportunity for the City of Sydney to host the Big Day In at Town Hall.	2. The City will focus its resources on providing digital education within its own programs (eg library) and focus on promoting startups (rather than an ICT sector in general) as a career option as identified in focus area 1, action 1.8 page 50.	
The Soft Build	There is a need for infrastructure support ie provide free 'working commons spaces' throughout the city; spaces inside, alongside and outside buildings that can be used to work. Expand the range of settings and services in the libraries to support individual preferences, group sizes and work group needs. The brief for a new Entrepreneurship Centre needs to be broader than the concept in the action plan. Its shop floor should be a working commons open to all and offer a range of individual and group work settings, both formal and informal. It could include specialist spaces eg storage lockers, docking stations with large monitors, booth settings with screen display, meeting rooms with presentation facilities.	The Soft Build's comments will inform focus area 3, action 3.1 and 3.2 to work with partners to investigate the creation of an Entrepreneurship Centre and create more innovation spaces.	No change to action plan.
The Studio Ltd, Epic Labs Pty Ltd	Epic Labs aims to create Australia's first media tech accelerator, a media-tech co-working space and a media-tech meetup group and newsletter. Studio proposes to create a not for profit, co-working space which will be an independent, media-tech hub with the objective to help foster and accelerate the development of world	Epic Lab's submission will inform focus area 3, action 3.1 and 3.2 to work with partners to investigate the creation of an Entrepreneurship Centre and create more innovation spaces. There is currently no office space, offered by the City of Sydney on an affordable rental basis, available or suitable for new	No change to action plan.

Organisation	Summary of submission	Response	Change to action plan
	leading media-tech startups. Support for these initiatives is sought from the City of Sydney.	accelerators or co-working spaces.	
The University of Sydney	University of Sydney and University of Sydney Union provide additional information about INCUBATE and the action plan, minor amendments to text and propose actions in partnership with the City of Sydney including: hosting incubators and running startup competitions, develop visiting entrepreneur and entrepreneur-in-residence programs, providing opportunities for students to undertake projects with entrepreneur and startup partners, sponsorship of public startup education and training events delivered by universities, partner with NSW Industry to expand TechVouchers and MVP grant program.	The action plan, page 26 acknowledges the important role education institutions play in the ecosystem. Focus area 2, in creating skilled and connected entrepreneurs acknowledges universities are important partners in and the University of Sydney's ideas will be considered in devising projects to meet action 2.3 and 1.7. The City has chosen not to provide funds to expand existing State Government grant programs. The City references the startups in accelerators and incubators as guide to their number, startups founded in education institutions can be referenced, but not quantified, in the narrative on page 26. The City of Sydney acknowledges the support of University of Sydney.	Amendment Amend Incubate to INCUBATE in page 25, 26. Revise number of startups to 16 on page 25. Amend sentence on page 26 under 'education institutions' to read 'contribute to pool of talented students, academics and graduates'. Amend sentence on page 26 to read 'University of Sydney has the Entrepreneurship & Innovation Research Group which delivers entrepreneurship units of study that are broadly available to students across the university'.
This Week In Startups Australia	The action plan lacks a key element - the provision for low-cost/no-cost 'makerspaces'. The maker movement has proven to be the making of tech startups and will play a key role in the lifeblood of ecosystems. Makerspaces are messy, noisy and creative and need their own space. Sydney without a makerspace restricts the scope of the startups that will form (no hardware, IoT and few agtech or mining tech startups).	The City's Cultural Policy and Action Plan references the importance of for better access to equipment and machinery to develop creative practitioners work and includes a range of actions to broker space-based projects.	Addition Refer to the importance of makerspaces in the narrative in 'Sydney's tech startup ecosystem' on page 22. Add action 1.16 Investigate the opportunities for partnership with educational institutions and other appropriate organisations to

Organisation	Summary of submission	Response	Change to action plan
			offer 'makers' access to equipment and facilities.
TiE The Indus Entrepreneurs	<p>TiE raised four key ideas: a digital platform to link all councils in Sydney, access to key industry people, festival of entrepreneurship, and to shift the culture of funding. Project ideas included creating a central website for entrepreneurship in the whole of Sydney (paid for by all councils) which has information about coworking spaces, mentoring programs, support groups for women, teaching and coaching, in-school programs. A series of courses could be developed in partnership with TiE which provides entrepreneurship education and mentorship. A festival of entrepreneurship could raise the profile of entrepreneurship and TiE is planning an event which could help replace SydStart. Investment missions to Silicon Valley and elsewhere would be useful and TiE could collaborate with City of Sydney to coordinate a TiE Charter Member Event, train new investors with UNSW, help entrepreneurs access the expertise of its members who are keen to improve the investor readiness of companies.</p>	<p>The action plan, focus area 1, page 49, identifies that the City will raise the profile of the ecosystem; focus area 2, page 52 states the City will increase business education, entrepreneurial skills and access to mentors and networks; focus area 5 states the City will leverage its relationships with San Francisco to increase startups business. TiE's project ideas will be considered in devising projects to meet these actions. The City of Sydney acknowledges the support of TiE.</p>	No change to action plan.
UNSW Innovations	<p>Include UNSW, acknowledged by most recent reports as leading Australia in generating numbers of entrepreneurs.</p>	<p>UNSW: the Centre for Innovation and Entrepreneurship, the School of Computer Science and Engineering Incubator program and the Michael Crouch Innovation Centre is acknowledged on page 26.</p>	No change to action plan.

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Clarke and Kann Lawyers, General Assembly, Maestrano, AVCAL requested further information about the action plan but did not make a submission. Startup Commons offered consultancy services.

## General updates

### Summary of updates

The draft action plan can be updated to include changes to Australian and NSW State Government innovation policy. The draft action plan aligns with these policies. Given the reprioritisation of some actions, following the consultation, some actions will need to be implemented at a later stage.

**Table 3 – Summary of general updates required to action plan**

Update	Change to action plan
There is an update to 2013 Startrail map	Amendment Include 2015 startrail map
There have been changes to Australian and NSW State Government innovation policy	Amendment Reference National Innovation and Science Agenda and NSW State Government Policy in development on 'Australian Government support' page 43
Action 1.7 Investigate a central platform that delivers information and resources to – and promotes awareness of – Sydney's tech startup ecosystem Given the reprioritisation of some actions, following the consultation, the City does not have the resources to undertake this work now.	Amendment Move from 'now' to 'next'
Actions 2.11, 2.12, 2.13, 2.14 are incorrectly numbered.	Amendment Correct numbering from 2.8 to 2.14