

This document is intended as a guide only and is not an exhaustive list of all government programs and initiatives. Please note that there is no guarantee that individuals or business will receive support from these initiatives. Individuals and businesses must meet the relevant eligibility requirements and apply in accordance with the specific program guidelines. For more information, please follow the links provided or contact the relevant Commonwealth, State or Territory department or agency.

Commonwealth, State and Territory Government Programs for the TCF Industries

Prepared 26 November 2010 by the Secretariat to the TCF Industries Innovation Council

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Introduction

This document provides a snapshot of some of the assistance programs and initiatives provided by the Commonwealth, State and Territory Governments. It has been prepared to provide businesses in the TCF industries with information that may assist in identifying government support for which they may be eligible.

The programs and initiatives listed in this document originate from a wide variety of government departments and may be useful to businesses interested in support for R&D, innovation, commercialisation, venture capital and export activities. The information has been obtained from various websites and departmental and agency contacts, and it has been compiled over June-July 2010.

A brief description of each program/initiative is provided, which includes the type of assistance provided, an indication of the target market and the eligibility requirements.

Snapshot of Assistance

| <u>Commonwealth Government Programs and Initiatives</u> | <u>Assistance Type</u> |
|---|---|
| <u>TCF-specific Assistance</u> | |
| TCF Small Business Program | Grant - some contribution must be made by the applicant |
| TCF Strategic Capability Program | 1:1 ratio funding |
| Clothing and Household Textile Building Innovative Capability Program | Annual entitlement grants |
| TCF Structural Adjustment Program | Grants and job services to retrenched workers |
| <u>Grant Programs and Other Initiatives</u> | |
| Commercialisation Australia | Grants |
| Climate Ready Program | 1:1 ratio funding |
| Family Grants Program | Grant |
| Tailored Advisory Service Grant | 1:1 ratio funding to hire a consultant |
| R&D Tax Concession | Tax concession/incentive |
| Researchers in Business | 1:1 ratio funding |
| Australian Apprenticeships Incentives Program | Grants |
| Priority Industry Capabilities | Type of assistance to be determined by the National Security Committee of Cabinet |
| Priority Industry Capabilities Innovation Program | 1:1 ratio funding |
| Skilling Australia's Defence Industry Program | Grant |
| Capability and Technology Demonstrator (CTD) Program | Collaborative activity |
| <u>Assistance to Exporters</u> | |
| Tradex | Exemption from customs duty and GST on imported goods |
| Enhanced Project By-Law Scheme | Duty free entry of eligible goods |
| Export Market Development Grants | 1:1 ratio funding |
| Export Finance and Insurance Corporation - various products | Finance, finance guarantees, insurance and bond facilities |
| TradeStart | Information seminars, workshops, mentoring and advisory services |
| <u>Advisory and Mentoring Services</u> | |
| Small Business Support Line | Free advice and referral services |
| Small Business Online | Information seminars, workshops, mentoring and advisory services |
| Business Review | Professional advice from a consultant/adviser |
| Workshops, Industry Intelligence and Networking | Information seminars and workshops |
| Technology and Knowledge Connect | Professional advice from a consultant/adviser |
| Defence Industry Innovation Centre | Professional advice from a consultant/adviser |
| TOTAL PROGRAMS | |

| <u>Victoria - Programs and Initiatives</u> | <u>Assistance Type</u> | |
|--|--|-----------|
| <u>TCF-specific Assistance – International Fibre Centre</u> | | |
| Innovative Industry Program | Grant | |
| Sustainable Industry Program | Grant | |
| Value Chain Program | Grant | |
| <u>Grant Programs and Other Initiatives</u> | | |
| Grow Your Business | 1:1 ratio funding | |
| <u>Assistance to Exporters</u> | | |
| First Step Exporter | 1:1 ratio funding | |
| Victorian Government Business Offices | Office space - free for two weeks, then fees apply | |
| Trade Fairs and Missions Programs | Grants | |
| <u>Advisory and Mentoring Services</u> | | |
| Small Business Mentoring Service | Professional mentoring - fees apply | |
| Victorian Business Centres | Free advice, referral services, information seminars and workshops | |
| Innovation Insights | Industry visits - fees apply | |
| Skills for Growth | Professional advice from a consultant/adviser | |
| Grow Me The Money | Online information/advice | |
| TOTAL PROGRAMS | | 12 |
| <u>New South Wales - Programs and Initiatives</u> | | |
| <u>TCF-specific Assistance</u> | | |
| <u>Grant Programs and Other Initiatives</u> | | |
| New market Expansion Program for Regional Enterprise | 1:1 ratio funding to hire an external consultant | |
| Strategic Business Clusters Program | 1:1 ratio funding | |
| <u>Assistance to Exporters</u> | | |
| Export Advisors Network | Free advice | |
| New Export Opportunities Program | Trade missions and market visits - up to \$3000 financial assistance | |
| <u>Advisory and Mentoring Services</u> | | |
| Innovation Advisory Service | Free advice, referral services and business assessments | |
| Business Mentoring Program | Professional mentoring | |
| Regional Business Development Scheme | Free advice | |
| Business MasterClass Program | Information seminars and workshops - fees apply | |
| TOTAL PROGRAMS | | 8 |

| <u>Queensland - Programs and Initiatives</u> | <u>Assistance Type</u> | |
|--|--|----------|
| <u>TCF-specific Assistance</u> | | |
| | | - |
| <u>Grant Programs and Other Initiatives</u> | | |
| Business and Industry Transformation Incentives | 1:1 ratio funding | |
| Research-Industry Partnerships Program | 1:1 ratio funding | |
| Proof of Concept Fund | 1:1 ratio funding | |
| <u>Assistance to Exporters</u> | | |
| Trade and Investment Queensland | Free advice, referral services, business assessments, information seminars, trade missions and market visits | |
| <u>Advisory and Mentoring Services</u> | | |
| Small Business Solutions | Professional mentoring - fees apply | |
| TOTAL PROGRAMS | | 5 |
| <u>Western Australia - Programs and Initiatives</u> | <u>Assistance Type</u> | |
| <u>TCF-specific Assistance</u> | | |
| Designer Fashion Grants Program | Grant | |
| Artflight | Grant | |
| <u>Grant Programs and Other Initiatives</u> | | |
| Small Business Smart Business | Grant | |
| City of Perth Small Business Grants Program | Grant | |
| City of Perth Matched Funding Grants | 1:1 ratio funding | |
| <u>Assistance to Exporters</u> | | |
| | | - |
| <u>Advisory and Mentoring Services</u> | | |
| Small Business Development Corporation - Specialist Advice | Free advice | |
| BizFit - Business Skills Development Program | Information seminars and workshops - fees apply | |
| TOTAL PROGRAMS | | 7 |

| <u>South Australia - Programs and Initiatives</u> | <u>Assistance Type</u> | |
|---|---|----------|
| <u>TCF-specific Assistance</u> | | - |
| <u>Grant Programs and Other Initiatives</u> | | |
| Small Business Development Grant | 1:1 ratio funding | |
| South Australia Innovation and Investment Fund Industry Development Program | 1:1 ratio funding | |
| <u>Assistance to Exporters</u> | | - |
| <u>Advisory and Mentoring Services</u> | | |
| Growing Global Companies Program | Information seminars and workshops | |
| Business Owners Coaching Program | Information and group sessions - fees apply | |
| Better Business Series | Information seminars and workshops | |
| TOTAL PROGRAMS | | 5 |
| <u>Tasmania - Programs and Initiatives</u> | <u>Assistance Type</u> | |
| <u>TCF-specific Assistance</u> | | - |
| <u>Grant Programs and Other Initiatives</u> | | |
| Tasmanian Industry Support Scheme | Loan facility/finance | |
| <u>Assistance to Exporters</u> | | |
| Exporter Education | Information seminars and workshops - fees apply | |
| Export Market Assistance Scheme | Grant | |
| <u>Advisory and Mentoring Services</u> | | |
| Business Boost Program | Information seminars and workshops | |
| TOTAL PROGRAMS | | 4 |

| <u>Northern Territory - Programs and Initiatives</u> | <u>Assistance Type</u> | |
|---|--|----------|
| <u>TCF-specific Assistance</u> | - | |
| <u>Grant Programs and Other Initiatives</u> | | |
| Territory Business Growth | Grant | |
| <u>Assistance to Exporters</u> | | |
| Trade Support Scheme | 1:1 ratio funding | |
| <u>Advisory and Mentoring Services</u> | | |
| Business UpSkills | Information seminars and workshops | |
| TOTAL PROGRAMS | | 3 |
| <u>Australian Capital Territory - Programs and Initiatives</u> | <u>Assistance Type</u> | |
| <u>TCF-specific Assistance</u> | - | |
| <u>Grant Programs and Other Initiatives</u> | | |
| InnovationConnect (ICon) | 1:1 ratio funding | |
| Canberra Business Development Fund (CBDF) | Capital/Finance | |
| <u>Assistance to Exporters</u> | | |
| TradeConnect (TCon) | Grant | |
| <u>Advisory and Mentoring Services</u> | | |
| Canberra Business Point | Information seminars, workshops, mentoring and advisory services | |
| TOTAL PROGRAMS | | 4 |

Commonwealth Government programs and initiatives: Department of Innovation, Industry, Science and Research

| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
|--|--|---------------------------------------|---|---|
| <i>TCF Small Business Program</i> | <p>Provides competitive, merit-based grants to improve the business enterprise culture of TCF small businesses.</p> <p>A maximum of \$50,000 is available for a particular project, regardless of its size. Some cash contribution must be made by the applicant.</p> | TCF small businesses and consortiums. | <p>Open to TCF small businesses (less than 20 employees) or a consortium that includes an eligible TCF small business.</p> <p>For example, a TCF business that manufactures textiles, clothing or footwear, or designs clothing or footwear for manufacture in Australia, may be eligible for funding under the program.</p> <p>A business that solely imports products made overseas, or solely undertakes retail activities, is not eligible.</p> | <p>Applications for grants are accepted once a year. The dates of application rounds on the TCF Small Business Program are published at www.ausindustry.gov.au.</p> |
| <i>TCF Strategic Capability Program (SCP)</i> | <p>Provides competitive, merit based grants to projects that support innovative capability in the TCF industries at the enterprise and workplace level.</p> <p>The TCF SCP will contribute one dollar for every dollar contributed (e.g. for a \$500,000 project, the Government will contribute \$250,000).</p> <p>Projects may be for more than one year's duration, but cannot extend beyond 2014-15.</p> | TCF businesses and consortiums. | <p>Open to businesses undertaking eligible TCF activities that are able to fund the costs of the proposed project (excluding the Government contribution).</p> <p>Consortium applications will also be considered. For consortium applications, the lead applicant must be a business undertaking an eligible TCF activity.</p> | <p>Applications for the first funding round closed on 6 August 2010. Visit www.ausindustry.gov.au for more information.</p> |

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| <p><i>Clothing and Household Textile Building Innovative Capability (BIC) Program</i></p> | <p>Assistance is in the form of annual entitlement grants, paid in arrears, for eligible clothing and household textile businesses up to dollar-for-dollar support.</p> <p>From 2010-11 onwards, eligible businesses will be able to lodge a claim each year for money that has been spent in the previous financial year.</p> <p>BIC will provide \$22.5 million per annum to the clothing and household textile products industry from 2010-11 to 2014-15.</p> | <p>- Clothing and household textile manufacturers for manufacture in Australia; or - designers of clothing and household textile products for manufacture in Australia.</p> | <p>Open to Australian businesses undertaking eligible clothing and household textile design and manufacturing activities.</p> <p>A minimum expenditure threshold of \$200,000 applies, which can be accumulated over the life of the program.</p> | <p>Registrations must be made before 1 July of the relevant program year, before the expenditure is incurred.</p> <p>Visit www.ausindustry.gov.au for more information.</p> |
| <p><i>TCF Structural Adjustment Program - TCF Restructuring Initiative Grant Scheme (TCF RIG Scheme)</i></p> | <p>Provides grants to TCF businesses that undertake business restructuring (by way of mergers and takeovers) of two or more TCF entities.</p> <p>Grants are available to cover the total eligible expenditures associated with the restructuring activity, such as the acquisition of second-hand plant and equipment.</p> | <p>TCF businesses.</p> | <p>Open to TCF businesses that undertake eligible TCF activities.</p> | <p>An entity that intends to apply for a restructuring initiative grant must apply to the Department of Innovation, Industry, Science and Research.</p> <p>Visit www.innovation.gov.au for more information.</p> |
| <p><i>TCF Structural Adjustment Program – Job Services Australia</i></p> | <p>Provides assistance to TCF employees, including casual employees, who have been retrenched by an eligible TCF business to secure alternative employment through <i>Job Services Australia</i> with support from</p> | <p>Retrenched TCF employees.</p> | <p>Open to TCF employees, including casual employees, who have been retrenched by an eligible TCF business.</p> | <p>Visit www.innovation.gov.au for more information.</p> |

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| | <p>community-based service providers.</p> <p><i>Job Services Australia</i> providers will assess a job seeker's skills and reconnect them with employment opportunities. <i>Job Services Australia</i> providers will also help job seekers access skill development and training in industries and occupations where job opportunities currently exist.</p> | | | |
| <p>R&D Tax Concession</p> | <p>Available to companies undertaking eligible expenditure on R&D in Australia and offers the following:</p> <ul style="list-style-type: none"> - A tax concession of up to 125% of expenditure incurred on R&D activities - A R&D Incremental (175% Premium) Tax Concession for companies increasing their R&D expenditure and who have a three-year history of claiming the 125% tax concession. | <p>All Australian companies undertaking eligible R&D activities</p> | <p>Open to companies incorporated in Australia and undertaking eligible R&D activities in Australia.</p> <p>For example, companies active in acquiring new knowledge and/or creating new or improved products, materials, processes or services. In addition, annual registration of R&D activities with Innovation Australia is a prerequisite for companies claiming the tax concession.</p> | <p>The tax concession is claimed by:</p> <ol style="list-style-type: none"> 1. Registering the company's R&D activities with Innovation Australia. Registration forms are available from the AusIndustry website – www.ausindustry.gov.au. 2. Claiming the tax concession in the company's annual tax return. The tax return must be accompanied by the Tax Office's R&D Tax Concession Schedule detailing the R&D expenditure incurred. <p>Companies wishing to make an application for registration for the R&D Tax Concession for the income year ending on 30 June 2010 must do so by 30 April 2011.</p> |

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| <p>Commercialisation Australia</p> | <p>Provides assistance and support to successful applicants throughout the commercialisation process. Applicants can apply for one or more of the following components:</p> <p><i>Skills and knowledge</i> – up to \$50,000 to access specialist advice and services.</p> <p><i>Experienced executives</i> – funding of up to \$200,000 over two years (up to \$100,000 per year) to engage an experienced Chief Executive Officer or other executives.</p> <p><i>Proof of concept</i> – grants between \$50,000 and \$250,000 to assist with testing the commercial viability of the business model or idea for a product, process or service.</p> <p><i>Early stage commercialisation</i> – repayable grants from \$250,000 to \$2 million to undertake activities focusing on enabling a new product, process or service to be developed to the stage where it can be taken to market.</p> <p>All successful applicants are assigned a Case Manager and have access to Volunteer Business Mentors.</p> | <p>Australian companies and researchers.</p> | <p>Open to companies incorporated in Australia that aim to produce, establish the commercial viability of a new, clearly identified product, process or service.</p> <p>In addition, the annual turnover of the applicant for the three years preceding application must be:</p> <ul style="list-style-type: none"> - less than \$20 million per year if applying for the <i>Early Stage Commercialisation</i> component; and - less than \$10 million per year if applying for any other component of Commercialisation Australia. | <p>Applications are open on an ongoing basis. Visit www.commercialisationaustralia.gov.au/ for more information.</p> |
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| <p>Tradex</p> | <p>Provides an up-front exemption from customs duty and GST on imported goods. The exemption is on imported goods which are to be exported or be used as inputs (components) to exports.</p> | <p>Individuals and companies importing goods that will be exported.</p> | <p>Open to companies in Australia that intend to import goods that are to be exported, incorporated in other goods for export, or used in the manufacturing of goods for export.</p> | <p>Entities will need to apply for a Tradex order before importing goods.</p> <p>To apply for a Tradex order, phone the AusIndustry hotline on 13 28 46 and ask for a Tradex information kit, which includes an application form.</p> |
| <p>Enhanced Project By-law Scheme (EPBS)</p> | <p>Provides duty free entry on eligible goods for major investment projects.</p> <p>The EPBS is limited to imported eligible goods for which:</p> <ul style="list-style-type: none"> - equivalent goods are not produced in Australia; or - are technologically more advanced, more efficient or more productive than all goods currently available from Australian production. | <p>The mining, resource processing, food processing, food packaging, manufacturing, agriculture, water supply, power supply and gas supply industries.</p> | <p>Open to companies in Australia that have total project expenditure on eligible goods (such as machinery, equipment and their components) of \$10 million or more.</p> | <p>Applications are open on an ongoing basis.</p> <p>All inquiries should be made to the AusIndustry hotline on 13 28 46, email hotline@ausindustry.gov.au or contact a customer service manager at one of the AusIndustry State offices listed on www.ausindustry.gov.au.</p> |
| <p>Climate Ready Program</p> | <p>Provides grants from \$50,000 to \$5 million on a matching funding basis to support projects that address the effects of climate change. For example:</p> <ul style="list-style-type: none"> - water recycling, waste recovery or small scale renewable energy technologies; - technologies that reduce the energy used by appliances or increase the efficiency of industrial processes; and | <p>Small-to-medium sized businesses.</p> | <p>An eligible applicant for <i>Climate Ready</i> must:</p> <ul style="list-style-type: none"> - be a company incorporated in Australia; - have, or is part of a group, that has an annual turnover of less than \$100 million in each of the three financial years before the application lodgement date; - be able to demonstrate that it will match the grant provided on a dollar for dollar basis over the life of the project; | <p>Visit www.ausindustry.gov.au or more information.</p> |

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| | <ul style="list-style-type: none"> - products, processes or services to monitor emissions or power use. | | <p>and</p> <ul style="list-style-type: none"> - be able to demonstrate that it has access to, or the beneficial use of, any intellectual property necessary to carry out and/or commercialise the proposed project. | |
| <i>Small Business Support Line</i> | <p>Provides an initial single point of contact to access information, advice and referral services that assist small businesses, including:</p> <ul style="list-style-type: none"> - finance and cash flow management; - marketing and promotion; - business planning and diagnostic services; - legal, accounting and taxation services; - government initiatives, grants and assistance; - registration and licencing; - importing and exporting; and - intellectual property management. | Small businesses. | Available to all small businesses operating in Australia. | Call 1800 77 7275 . Available Monday to Friday from 8:00am to 8:00pm (Australian Eastern Daylight Time). |
| <i>Small Business Online</i> | <p>The program funds expert service providers to run information seminars, training workshops and one-on-one mentoring for small businesses to advise them on e-business, establishing an online presence and developing other e-business resources.</p> <p>There are 47 funded service providers located across Australia.</p> | Small businesses. | Available to all small businesses operating in Australia. | Visit www.ausindustry.gov.au for information on the locations of the service providers. |

| Commonwealth Government programs and initiatives: Department of Innovation, Industry, Science and Research – Enterprise Connect | | | | |
|--|--|---|---|---|
| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
| <i>Researchers in Business</i> | <p>Supports the on-site placement of researchers from universities or public research agencies into companies that intend to develop a new idea with commercial potential.</p> <p>Provides funding for up to 50 per cent of salary costs, to maximum funding of \$50,000.</p> <p>Placements can be for a period of two to 12 months.</p> | Small-to-medium sized businesses that operate in the manufacturing, mining, clean energy, remote Australia, creative industries and defence sectors or regions. | <p>Open to Australian SMEs that:</p> <ul style="list-style-type: none"> - Have turnover or expenditure of more than \$1 million and under \$100 million in the current financial year, or one of the two preceding financial years; and - Operate in the manufacturing, mining, clean energy, remote Australia, creative industries and defence sectors or regions. | Applications are open on an ongoing basis. Visit www.enterpriseconnect.gov.au for more information. |
| <i>Business Review</i> | <p>On-site analysis of a business, carried out by skilled and experienced business advisers at no charge. Business advisers will work with people throughout various operational levels of a business to assess:</p> <ul style="list-style-type: none"> - strengths and weaknesses; - strategic issues; - potential areas for business improvement; and - potential areas for growth. <p>Advisers will spend three to four days on-site gathering information to compile the business review.</p> <p>Upon completion of the business review, companies are eligible for a range of Enterprise Connect programs and grants.</p> | Small-to-medium sized businesses that operate in the manufacturing, mining, clean energy, remote Australia, creative industries and defence sectors or regions. | <p>Open to Australian SMEs that operate in the manufacturing, mining, clean energy, remote Australia, creative industries and defence sectors or regions.</p> <p>For SMEs in the manufacturing sector, a turnover threshold of more than \$2 million and under \$100 million in the current financial year or one of the two preceding financial years applies.</p> | Applications are open on an ongoing basis. Visit www.enterpriseconnect.gov.au for more information. |

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|---|---|--|---|--|
| <p><i>Tailored Advisory Service Grant</i></p> | <p>Aid businesses that have undertaken a Business Review to follow through on the recommendations of the Business Review. Up to half the cost (to a maximum of \$20,000) is granted to engage a consultant to implement the recommendations.</p> | <p>Small-to-medium sized businesses that operate in the manufacturing, mining, clean energy, remote Australia, creative industries and defence sectors or regions.</p> | <p>Businesses that have had undertaken a Business Review.</p> | <p>Applications are open on an ongoing basis. Visit www.enterpriseconnect.gov.au for more information.</p> |
| <p><i>Workshops, Industry Intelligence & Networking (WIIN)</i></p> | <p>Provides access to events, workshops, seminars and networking opportunities relevant to various industry sectors to better inform businesses.</p> <p>In addition, up to \$50,000 is available to eligible organisations to deliver seminars, workshops and other activities to small-to-medium sized businesses in the Enterprise Connect target markets.</p> | <p>Small-to-medium sized businesses that operate in the manufacturing, mining, clean energy, remote Australia, creative industries and defence sectors or regions.</p> | <p>Open to all small-to-medium sized businesses.</p> | <p>Visit www.enterpriseconnect.gov.au for more information on available events.</p> |
| <p><i>Technology and Knowledge Connect (TKC)</i></p> | <p>A team of technology experts works closely with Enterprise Connect Business Advisers and partner organisations to:</p> <ul style="list-style-type: none"> - diagnose technology and technical knowledge related issues/opportunities (i.e. processes, plant and equipment); - connect your Business Adviser to the most appropriate domestic and international sources of expertise, suppliers of technology and technical knowledge advice for your business; - assist the business to | <p>Businesses that operate in the sectors of manufacturing, creative, resources, defence and clean energy industries.</p> | <p>Open to businesses that:</p> <ul style="list-style-type: none"> - possess an Australian Company Number (ACN); - operate in the Enterprise Connect sectors of manufacturing, creative, resources, defence and clean energy industries; and - have turnover or expenditure of more than \$1 million and less than \$100 million in the current financial year or one of the two proceeding years. | <p>Visit www.enterpriseconnect.gov.au for more information.</p> |

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| | <p>access prototyping and testing facilities; and - give advice about other relevant Innovation grant programs. This program is part of the Business Review process, and is available free of charge.</p> | | | |
| <i>Defence Industry Innovation Centre</i> | <p>Provides a range of services designed to link defence small-medium sized businesses to new ideas, technologies and markets.</p> <p>Through the Centre, Business Advisers deliver integrated, practical services that help businesses improve productivity, build internal capacity and capitalise on their potential growth.</p> | Australian small-medium sized defence businesses. | Australian based companies with a turnover of less than \$100 million, which is providing or has the capacity to provide defence specific goods or services in a supply chain that services the Australian Defence Department and or overseas defence agencies. | Visit www.enterpriseconnect.gov.au for more information. |

| Commonwealth Government programs and initiatives: Department of Foreign Affairs and Trade – Austrade | | | | |
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| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
| <i>Export Market Development Grants (EMDG)</i> | <p>Encourages SMEs to enter and develop export markets. Grants reimburse up to 50 per cent of expenses incurred on eligible export promotion activities where the minimum expenditure is \$10,000.</p> <p><u>JOINT VENTURES</u></p> <p>In addition, approved Joint Venture status is a special approval granted by Austrade to groups of Australian SMEs</p> | Any Australian individual, partnership, company, association, co-operative, statutory corporation or trust that has carried on export promotion activities during the year for which they wish to apply for an export grant. | <p>Open to businesses that have income of not more than \$50 million in the grant year and have incurred at least \$10,000 of eligible export (product or service) promotion expenses.</p> <p><u>JOINT VENTURES</u></p> <p>In addition, any group of small-to-medium sized Australian based businesses who have cooperated or</p> | Applications for 2009-10 opened on 1 July 2010. Visit www.austrade.gov.au for more information. |

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| | which co-operate or collaborate in a joint venture style marketing arrangement to pursue specific export activities. Approval enables the group, which would normally be ineligible, to access the EMDG scheme. | | collaborated may apply for Austrade Approved Joint Venture status where the group is in pursuit of a specific export activity, project or purpose. Incorporated joint ventures are not eligible. | |
| TradeStart | <p>Offers small-to-medium sized businesses services such as coaching; mentoring; intensive workshops; information and advice by TradeStart Export Advisors.</p> <p>TradeStart is a national network of export assistance offices in partnership with Austrade and a range of local private and public sector organisations throughout Australia.</p> <p>Offices are located Australia wide.</p> | Small-to-medium sized businesses looking to export. | Open to all small-to-medium sized businesses looking to export. | Visit www.austrade.gov.au/TradeStart1400/default.aspx for more information on office locations. |

Commonwealth Government programs and initiatives: Department of Foreign Affairs and Trade – Export Finance and Insurance Corporation (EFIC)

| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
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| Export Finance and Insurance Corporation (EFIC) | Assists Australian businesses exporting goods or services or investing overseas to obtain finance, finance guarantees, insurance and bond facilities. Value of assistance varies with the particular finance or insurance product required – refer to www.efic.gov.au for further information. | Australian exporters and investors. | Australian exporters and investors wishing to gain access to global markets. | For further information on obtaining the various finance and insurance products, visit www.efic.gov.au . |

| Commonwealth Government programs and initiatives: Department of Defence | | | | |
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| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
| <i>Priority Industry Capabilities (PICs)</i> | <p>Initiative to support capabilities that confer an essential strategic advantage by being available from within Australia and which, if not available, would significantly undermine the defence self reliance and Australian Defence Force (ADF) operational capability.</p> <p>The National Security Committee of Cabinet make decisions about whether and how to provide support to PICs.</p> | The Australian defence industry. | Open to businesses operating in Australia. | Visit http://www.defence.gov.au/dmo/ for further information. |
| <i>PIC Innovation Program</i> | Will provide grants of up to \$3-\$4 million on a matched funding basis, to support further development of capabilities identified as PICs. | The Australian defence industry, particularly small-medium sized businesses. | Open to businesses operating in Australia. | <p>Guidelines for the PIC Innovation Program are being developed by the Department of Defence. It is anticipated the first annual funding round will commence in late 2010.</p> <p>For further information, visit http://www.defence.gov.au/.</p> |
| <i>Skilling Australia's Defence Industry (SADI) Program</i> | Provides funding to companies and industry associations for training and or skilling activities in trade, technical or professional skills sets where that training is linked to a Defence Capability. | Qualifying companies or industry associations. | <p>Applicants must:</p> <ul style="list-style-type: none"> - be a defence company or defence industry association; - be registered with an Australian Business Number; - not be bankrupt or insolvent; | Selection rounds for the SADI Program are held biannually or annually, depending upon the level of applications and availability of funds. |

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| | | | <ul style="list-style-type: none"> - have a contract with the Department of Defence, overseas Defence agency or be tendering for a Defence contract within the next 12 months; and - be looking to train or up-skill new or existing employees in a trade, technical or professional skill set where that training is linked to a Defence capability. | <p>For further information, visit http://www.defence.gov.au/dmo/.</p> |
| <p><i>Capability and Technology Demonstrator (CTD) Program</i></p> | <p>Collaborative program that provides opportunities to Australian industry to demonstrate how advanced technology can offer significant enhancement in priority Defence capability areas.</p> <p>In addition to contributing to the cost of projects, the program has a number of funding initiatives aimed at assisting industry, particularly small-medium sized businesses, to participate, including:</p> <p><i>Seed Funding for Detailed Project Proposals</i> - if an initial proposal shows potential as a CTD, Seed Funding may be provided for the development of a detailed proposal.</p> <p><i>Project Viability Funding</i> – available</p> | <p>The Australian defence industry.</p> | <p>Open to businesses operating in Australia.</p> | <p>The CTD Program operates on an annual rounds basis. Each financial year a new round is opened with a public call for project proposals.</p> <p>For further information, visit http://www.dsto.defence.gov.au/.</p> |

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| | <p>to help selected companies retain staff and maintain infrastructure allocated to proposed CTD projects while awaiting the application outcome.</p> <p><i>Concept Definition Funding</i> - in addition to the annual round call, Defence may accept proposals of varying levels of maturity at any time. Defence may also provide funding towards developing such proposals to the level required for the CTD Program.</p> | | | |
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| Commonwealth Government programs and initiatives: Department of Education, Employment and Workplace Relations | | | | |
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| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
| <i>Family Grants Program</i> | <p>Provides grants of up to \$15,000 to small businesses to help meet the set-up costs of family friendly arrangements that suit the individual needs of the business. In addition, the program supports small businesses through:</p> <ul style="list-style-type: none"> - developing and distributing business and industry specific information to assist in implementing family friendly work arrangements; and - having experts within the Office of Fair Work Ombudsman to provide assistance and advice to small | Small businesses looking to establish family friendly arrangements. | Australian small businesses. | Visit www.deewr.gov.au/workplacerelements/freshideas/Pages/default.aspx for more information. |

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| | businesses seeking to set up family friendly work arrangements. | | | |
| <i>Australian Apprenticeships</i> | <p>Australian Apprenticeships provide nationally recognised training by industry for industry.</p> <p>Apprenticeships are flexible to fit any business type, combine time at work with training and can be full-time, part-time or school-based.</p> <p>An Australian Apprentice is usually paid a training wage or an apprentice wage under an award, reflecting that the employee spends time in training. Apprentices will generally be treated in the same way as regular employees in relation to superannuation, workers' compensation and other entitlements or requirements.</p> | Any Australian businesses with the capacity to employ and train a part-time or full-time worker. | Australian Apprenticeships are open to anyone of working age and do not require any entry qualifications. | <p>There are a number of ways for employers to find an Australian Apprentice:</p> <ul style="list-style-type: none"> - Contact their local Job Services Australia provider; - Recruit someone they know or who has been recommended to them; or - Advertise the position in a local paper or on Australian Job Search. <p>For more information visit - http://www.australianapprenticeships.gov.au.</p> <p>To locate your nearest State Training Authority visit - http://www.australianapprenticeships.gov.au/about/contacts.asp.</p> |
| <i>Australian Apprenticeships Incentives Program</i> | <p>There are a number of initiatives to assist employers who take on an Australian Apprentice, particularly where the Apprenticeship is in a trade experiencing a skills shortage.</p> <p>These initiatives provide financial incentives to eligible employers through the Australian Apprenticeships Incentives Program.</p> | Employers of Australian apprentices. | Australian Apprenticeships Centres are responsible for determining eligibility for these incentives – please visit http://www.australianapprenticeships.gov.au/search/aacsearch.asp for more information. | <p>For more information visit - http://www.australianapprenticeships.gov.au/employer/incentives.asp.</p> <p>To locate your nearest Australian Apprenticeships Centre please visit - http://www.australianapprenticeships.gov.au/search/aacsearch.asp.</p> |

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| | <p>Incentives are available in the following categories:</p> <ul style="list-style-type: none"> - <i>Standard, Additional and Special Incentives</i> -a commencement and completion payment of up to \$4000 for employing an apprentice at the Certificate III level and above; - <i>Support for Adult Australian Apprentices payment initiative</i> - financial support is available to apprentices <u>or</u> their employer where the apprentice is aged 25 or over on or after 1 Jan 2010 and is undertaking an Apprenticeship at the Certificate III or IV level in a skill shortage occupation; - <i>Assistance for Australian Apprentices with Disability</i> - employers of Apprentices with disability may be eligible for Disabled Australian Apprentice Wage Support and Assistance for Tutorial, Interpreter and Mentor Services; - <i>Australian School-based Apprenticeships Incentive</i> - employers may be eligible for a \$750 commencement incentive for employing an apprentice in an endorsed Australian | | | |
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| | <p>School-based Apprenticeship at the Certificate II, III, IV, Diploma or Advanced Diploma level and \$750 for continuing to employ the person after completing Year 12;</p> <p>- <i>Securing Australian Apprenticeships</i> - provides incentives to employers to take on apprentices who wish to re-commence their incomplete Australian Apprenticeship;</p> <p>- <i>Apprentice Kickstart Extension</i> - available to small or medium enterprises who employ an apprentice aged 19 years and under and who is undertaking a Certificate III or IV level qualification that leads to a skills shortage trade occupation.</p> | | | |
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| Victoria (VIC) programs and initiatives: Department of Innovation, Industry and Regional Development | | | | |
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| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
| <i>Small Business Mentoring Service</i> | <p>Provides mentoring by experienced business mentors to medium and small business operators throughout Victoria.</p> <p>This service is delivered in partnership with the Small Business Mentoring Service Inc.</p> <p>Mentoring services are priced between \$80 and \$100 per session, and are 1.5 to 2 hours in length.</p> | Small businesses based in Victoria. | All small businesses operating in Victoria can apply for this service. | For further information and bookings, visit www.sbms.org.au . |
| <i>First Step Exporter</i> | <p>Provides financial assistance to Victorian businesses seeking to explore opportunities in their first export market or markets.</p> <p>A grant of up to \$10,000 can be used to recover up to 50% of eligible expenses. Eligible expenses include market research, economy class airfares, train and bus fares within the overseas market/s, promotional material, trade fair participation and transportation of samples.</p> | Victorian businesses interested in exporting. | <p>Applications are open to Victorian businesses that:</p> <ul style="list-style-type: none"> - have been established for a minimum of two years; - have export turnover of less than 10% of total annual dollar turnover; - produce a product or service that can be exported and which has significant Victorian content; and - are financially viable and possess sound management skills. | For further information, contact the Victorian Business Line on 13 22 15. |

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| <p>Victorian Business Centres</p> | <p>Based throughout metropolitan and regional Victoria.</p> <p>Services covered by Victorian Business Centres include:</p> <ul style="list-style-type: none"> - information on starting a business; - licensing and registration information; - workshops and seminars on business topics; and - access to Victorian Government programs to help businesses invest, export and increase workforce skills. | <p>Businesses based in Victoria.</p> | <p>Services are available to all Victorian businesses.</p> | <p>The VBCs are located in the following areas: Ararat, Bairnsdale, Ballarat, Bendigo, Colac, Geelong, Horsham, North West Metropolitan Region, Melbourne CBD, Mildura, Seymour, Shepparton, Southern and Eastern Metropolitan Regions, Traralgon, Wangaratta, Warragul, Warrnambool and Wodonga.</p> <p>Visit www.business.vic.gov.au for more information.</p> |
| <p>Victorian Government Business Offices (VGBOs)</p> | <p>The offices are able to provide support (in the form of office facilities) to Victorian exporters visiting potential international markets, sourcing important market intelligence, or helping to identify potential international partners or investors.</p> <p>VGBOs are located in Melbourne, Dubai, Bangalore, Tokyo, Hong Kong, Kuala Lumpur, Nanjing, Shanghai, San Francisco, Chicago, New York, London and Frankfurt.</p> <p>Companies can use this program free of charge for the first two weeks and for a reduced rate thereafter of US\$250 per month for up to three months.</p> | <p>Victorian businesses looking for export opportunities.</p> | <p>Victorian companies wishing to use the program must receive approval from the Department of Innovation, Industry and Regional Development. Bookings should be made in advance. The program is available on a 'first-come first-served' basis.</p> | <p>Visit www.invest.vic.gov.au for more information.</p> |

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| <p><i>Innovation Insights</i></p> | <p>Offers manufacturers the opportunity to gain practical solutions to specific business problems.</p> <p>The program is being delivered by Insights to Excellence Limited (i2e) through a network of Victorian industry associations and practitioners.</p> <p>Innovation Insights will put small-to-medium sized businesses in contact with recognised leaders in the field by facilitating visits to host companies over a three-year period. The cost per visit is \$75.</p> <p>The performance of host companies can provide benchmarks and practical solutions to specific business problems. These include insights based on:</p> <ul style="list-style-type: none"> - advanced manufacturing; - continuous improvement; - lean manufacturing; - occupational health and safety; - human resources; and - supply chain management. | <p>Manufacturers based in Victoria.</p> | <p>Open to all Victorian manufacturers.</p> | <p>Call 1800 007 730, email insights@i2e.org.au or visit http://i2e.org.au for more information.</p> |
| <p><i>Grow Your Business</i></p> | <p>Offers a range of planning, management services, advice and support to assist Victorian firms to develop and implement strategies to become</p> | <p>Businesses based in Victoria.</p> | <p>To be eligible for individual funding under the Grow Your Business program, businesses should:</p> <ul style="list-style-type: none"> - be based in Victoria, or intend to locate to Victoria; | <p>For further information contact Business Victoria on 13 22 15.</p> |

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| | <p>internationally competitive.</p> <p>Eligible businesses can apply for a grant to engage the services of an independent specialist to undertake a Business Strategic Review and/or the Business Development Plan, which assists organisations to identify where they want to go and how they are going to get there.</p> <p>Eligible businesses can apply for a grant of 50 per cent of total project cost up to a maximum of \$7500 for a Business Development Plan; and 75 per cent of total project cost up to a maximum of \$4000 for a Business Strategic Review.</p> | | <ul style="list-style-type: none"> - be financially viable; - be committed to strategic planning and growth; - have potential for export/import replacement; - have been trading for at least 12 months or be an exceptional new business that has been trading for at least six months; and - has either a professional business plan or has attended a Going into Business workshop. | |
| <i>Skills for Growth</i> | <p>Identifies training opportunities for business employees. Firms are assigned a specialist who will visit on-site and identify the strategic direction of the business and assess the training and skill needs of employees.</p> <p>The Program provides employers a choice of an independent specialist to work with them and their employees to review employee skills, plan for their business future and identify</p> | Small-to-medium sized businesses based in Victoria. | <p>To be eligible, the business must:</p> <ul style="list-style-type: none"> - employ between one and 200 employees; - be Victorian-based; - have been in operation for at least 12 months; and - be financially viable. | Call Business Victoria on 13 22 15 for more information. |

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| | <p>training opportunities for their employees. Training solutions are documented including referrals to relevant training programs and learning opportunities.</p> <p>This program is available free of charge.</p> | | | |
| <p><i>Trade Fairs and Missions Programs</i></p> | <p>Assists Victorian businesses to enter or expand their presence in overseas markets and to increase their knowledge of export markets and opportunities.</p> <p>Trade Fairs and Missions assistance is only available where there are six or more participating companies, and assistance is as follows:</p> <p><i>Overseas Trade Fairs</i> – Funding of up to \$40,000 for groups of 6 of more Victorian companies that attend trade fairs.</p> <p><i>Outbound Trade Missions</i> – Funding of up to \$30,000 is available for groups of 6 of more Victorian companies to participate in trade missions.</p> <p><i>Industry Capability Missions</i> – Funding of up to \$200,000 is available for a minimum of 10 companies to participate in an industry capability mission.</p> | <p>Businesses based in Victoria.</p> | <p>To be eligible, companies must demonstrate financial viability and a commercial approach to exporting through the development of a business plan or appropriate market research.</p> <p>Priority is given to a range of trade fairs and missions associated with Victoria's key industry sectors.</p> | <p>Contact the Department of Innovation, Industry and Regional Development on (03) 9651 9845 for more information.</p> |

Victoria (VIC) programs and initiatives: Environment Protection Authority Victoria

| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
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| <i>Grow Me the Money</i> | <p>Provides advice to businesses wishing to reduce costs associated with energy, water use, and waste production. Victorian businesses gain access to tools and support to help improve their environmental performance and save money.</p> <p>The program is a collaboration between business, government, universities and environmental management experts.</p> | Victorian businesses aiming to become more sustainable. | Open to Victorian small-and-medium sized businesses. | Visit www.growmethemoney.com.au for more information. |

International Fibre Centre - Victoria

| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
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| <i>Innovative Industry Program</i> | <p>Supports businesses to develop skills and knowledge that will assist in the development of new and innovative products and processes to support future industry growth. Training proposals to be considered for funding under this program include those relating to:</p> <ul style="list-style-type: none"> - the fundamentals of fibre and textile knowledge; - product development; - commercialisation of new products and processes; - specialist textile | Businesses operating in the fibre and textiles industry, and training, education and research institutions. | Open to Victorian businesses operating in the fibre and textiles industry. | Visit www.ifc.net.au for application deadline dates. |

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| | <p>techniques (particularly those creating added-value to new and existing processes); and</p> <ul style="list-style-type: none"> - intellectual property issues. <p>Advice and the design of a training program is offered free of charge.</p> | | | |
| <i>Sustainable Industry Program</i> | <p>Supports fibre and textile organisations to improve existing products and processes, introduce more efficient and cost-effective work practices and develop more strategic approaches to workforce and skills development.</p> <p>Training proposals to be considered for funding under this program may include:</p> <ul style="list-style-type: none"> - enterprise-wide approaches to product and process improvement such as the implementation of ‘lean systems’ and eco-manufacturing processes; and - targeted programs that address specific knowledge and skill needs that will support the sustainability of the industry. <p>Advice and the design of a training program is offered free of charge.</p> | <p>Businesses operating in the fibre and textiles industry, and training, education and research institutions.</p> | <p>Open to Victorian businesses operating in the fibre and textiles industry.</p> | <p>Visit www.ifc.net.au for application deadline dates.</p> |

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| <p><i>Value Chain Program</i></p> | <p>Aims to build greater knowledge and awareness of the value chain of textile and related industries and of best practice approaches of businesses in these value chains.</p> <p>Training proposals considered for funding under this program may include those concerned with:</p> <ul style="list-style-type: none"> - creating awareness of global best practice; - supply and value chain linkages within textiles and related industries; and - current and prospective industry and technological developments. | <p>Businesses operating in the fibre and textiles industry, and training, education and research institutions.</p> | <p>Open to Victorian businesses operating in the fibre and textiles industry.</p> | <p>Visit www.ifc.net.au for application deadline dates.</p> |
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| New South Wales (NSW) programs and initiatives: Department of Industry and Investment | | | | |
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| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
| <i>Innovation Advisory Service</i> | <p>Provides assistance to start-up companies, inventors, innovators and small-to-medium sized enterprises through all stages of commercialisation. Services are subsidised by the NSW government and include:</p> <ul style="list-style-type: none"> - free objective assessment/ evaluation of the innovation and an estimate of its chances of success; - free commercialisation advice and referral; and - technical and/or commercial assessment services, which includes a preliminary evaluation of the potential market for the commercialisation. <p>The cost of innovation assessments and market reviews may be subsidised up to a maximum cost of \$300.</p> | Start-up companies, established small-to-medium sized businesses, and entrepreneurs. | Open to entrepreneurs and small-to-medium sized enterprises operating in NSW. | Expressions of interest should be directed to the manager at the NSW Innovation Advisory Service on 1300 411 417, or visit the AusInvent website at www.ausinvent.com |
| <i>Business Mentoring Program</i> | Provides professional mentoring by an experienced business person for up to five months to | Small businesses and entrepreneurs based in NSW. | Open to businesses operating in NSW that have: <ul style="list-style-type: none"> - registered for GST and have an ABN; | Visit www.smallbiz.nsw.gov.au for more information and registration. |

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| | <p>improve business management skills for small business owners/managers; identify and facilitate business growth for small businesses; and provide opportunities for small business owners to network and develop strategic alliances.</p> | | <p>- operated as a business for one to three years; and - are able to identify a business challenge they need assistance with.</p> | <p>Alternatively, contact the Small Business Hotline on 1300 132 359.</p> |
| <p><i>Export Advisors Network</i></p> | <p>Advisors provide free advice to potential and existing exporters in regional NSW. Export advisors advise regional businesses on market opportunities, planning for export, market entry strategies and related issues.</p> <p>To assist regional businesses in setting and achieving their export goals, export advisors are located in strategic regional centres around NSW, namely Newcastle, Dubbo, Tamworth, Ourimbah, Castle Hill, Port Macquarie, Nowra, Parramatta, Wagga Wagga and Orange.</p> | <p>Small-to-medium sized businesses, particularly based in regional NSW.</p> | <p>Open to potential and existing exporters in regional NSW that are looking to enter export markets and develop their export skills.</p> | <p>Visit www.business.nsw.gov.au/export/assistance/exportadvisers.htm for contact details for the regional centres in NSW.</p> |

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| <p><i>New Export Opportunities Program</i></p> | <p>Assists small-to-medium sized companies, including existing exporters, to develop a better understanding of customer requirements. The program incorporates an extensive schedule of trade missions and market visits to bring exporters in direct contact with agents, distributors and end users.</p> <p>This program incorporates the Independent Market Visits Program, which provides financial assistance (up to \$3,000) to export-ready companies by offsetting some of the costs of visiting a new overseas market to expand sales.</p> | <p>Small-to-medium sized businesses or first-time exporters.</p> | <p>Open to business operating in NSW that have tradeable goods or services that are export ready and that will generate business and/or employment growth in NSW.</p> | <p>For further information and details of the eligibility criteria, contact the Department's International Markets and Trade Division on (02) 9338 6641, or email investment@business.nsw.gov.au.</p> |
| <p><i>Regional Business Development Scheme</i></p> | <p>Offers advice to businesses expanding in, or relocating to, regional NSW.</p> <p>Assistance is provided to aid potential investors identify and develop commercial opportunities in regional NSW, assist businesses wanting to relocate to the State's regions, assist regional businesses to expand and find new markets, and to help businesses to diversify and add value to products.</p> | <p>Businesses expanding in or relocating to regional NSW.</p> | <p>Open to businesses planning to expand or relocate to regional NSW.</p> | <p>Visit http://www.smallbiz.nsw.gov.au/initiatives/regional/Pages/businessdevelopmentscheme.aspx for contact details for your local office.</p> |
| <p><i>New Market Expansion Program for Regional Enterprise</i></p> | <p>Assists small, regional-based firms develop the confidence, networks and skills to pursue new markets and to break the cycle of dependence on</p> | <p>Small businesses based in regional NSW.</p> | <p>Open to businesses based in regional NSW that are currently employing at least two full-time or equivalent part-time employees,</p> | <p>For further information, contact (02) 9338 6719 or email regional@business.nsw.gov.au.</p> |

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| | <p>traditional markets and/or local markets.</p> <p>Assistance is available for a tailored one-on-one external consultancy to develop a marketing plan. This assistance is capped at \$3,000 on a 1:1 ratio basis.</p> | | <p>and are able to demonstrate potential sales growth.</p> <p>While no industry sectors are excluded, preference will be given to firms in the entertainment, design, media, logistics and manufacturing sectors.</p> | |
| <p><i>Business MasterClass Program</i></p> | <p>Structured program comprised of 10 events held from March to December 2010, with a key event held every month. The program includes seminars, workshops and site visits for businesses keen to expand, diversify or build export capacity.</p> <p>The price of the program is \$250 for 10 events; or \$30 per event.</p> | <p>Businesses based in NSW.</p> | <p>Businesses wishing to undertake the Business MasterClass program need to be NSW-based, have been in business for at least two years, have a turnover of between \$500,000 and \$30 million for over a year, employ at least one other person and identify a business goal or hurdle to be addressed by the program.</p> | <p>Visit www.business.nsw.gov.au/business/managing/masterclass.htm for more information on the events.</p> |
| <p><i>Strategic Business Clusters Program</i></p> | <p>Provides financial support to leading organisations to assist them in achieving a competitive advantage in local or international markets.</p> <p>Three levels of financial support are available:</p> <p>Business Network Support of up to \$5,000 in matched funding is available to business networks to create business</p> | <p>Business clusters based in NSW.</p> <p>Clusters can include businesses with complementary capability or businesses involved in the same supply/value chain with common suppliers and distributors, and can include related organisations that support these businesses such as</p> | <p>Open to business clusters based in NSW.</p> | <p>For further information, contact the program manager on 1300 134 359, or email clusters@business.nsw.gov.au.</p> |

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| | <p>opportunities for their members.</p> <p>Business Cluster Support of up to \$10,000 in matched funding is available to business clusters to achieve competitive advantage.</p> <p>Business Cluster Project Support of up to \$30,000 in matched funding to existing clusters for specific cluster activity that increases employment, improves productivity and competition, and promotes innovation.</p> | <p>industry associations and knowledge providers (universities and research institutions).</p> | | |
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Queensland (QLD) programs and initiatives: Department of Employment, Economic Development and Innovation

| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
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| <i>Business and Industry Transformation Incentives (BITI)</i> | <p>Supports projects that will lead to transformative change in both a business and in a priority industry sector.</p> <p>A project may be considered transformational if it benefits both the business and Queensland through supporting innovation, increased productivity, export growth or the building of regional strengths.</p> <p>Funding of \$30,000 to \$250,000 is available for approved projects, and is provided for up to 50 per cent of the cost of eligible activities. The business will need to provide funds equal to any grant awarded.</p> | <p>Queensland-based businesses in the following priority industry sectors:</p> <ul style="list-style-type: none"> - manufacturing; - alternative fuels; - aviation; - creative industries; - ICT; - marine; - tourism; and - food. | <p>A business is eligible if it:</p> <ul style="list-style-type: none"> - operates or intends to operate in a priority industry sector; - has an established operating base in Queensland; - has been trading for at least the last two years; - has an ABN and is registered for GST; and - is able to provide funds equal to any incentive awarded from its own financial resources. | <p>Visit http://www.industry.qld.gov.au/dsdweb/v4/apps/web/content.cfm?id=4978 for more information.</p> |
| <i>Research-Industry Partnerships Program</i> | <p>Assists Queensland researchers and businesses to undertake collaborative world-class innovation projects.</p> <p>Innovation projects include research and development projects to develop new or improved products, processes or systems that will achieve a commercial return or deliver a public good</p> | <p>Businesses and researchers based in Queensland.</p> | <p>To be considered, the collaborating organisations and the proposed project must meet the eligibility criteria below:</p> <ul style="list-style-type: none"> - have a lead applicant that will be Queensland-based for the duration of the project, has an ABN and is registered for GST; - be a collaborative | <p>For more information and advice, contact the R&D Branch on (07) 3227 7211, email r&d.advisory@dtrdi.qld.gov.au or visit http://www.industry.qld.gov.au/dsdweb/v4/apps/web/content.cfm?id=8167.</p> |

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| | <p>within four years. Grants of \$200,000 to \$1 million over one to three years are available for approved projects. Funding is provided for up to 50 per cent of the cost of eligible activities, with the requirement that program funding is matched by an equal cash contribution by the business.</p> | | <p>venture between at least one research organisation and at least one industry organisation; and - have a cash contribution from the applicant and/or partner(s) to equally match the funding amount granted.</p> | |
| <i>Proof of Concept Fund</i> | <p>Provides assistance to applicants to demonstrate the commercial potential of their innovations (technologies, products or processes).</p> <p>Funding is matched by a cash contribution of 1:1 with a total Queensland Government contribution of \$20,000 to \$50,000 per project for eligible expenditures over twelve months.</p> | <p>Queensland-based industry, research institutes and universities.</p> | <p>Open to Queensland-based organisations that have an ABN and are registered for GST.</p> | <p>For more information and advice, contact the R&D Branch on (07) 3227 7211, email r&d.advisory@dtrdi.qld.gov.au or visit http://www.industry.qld.gov.au/dsdweb/v4/apps/web/content.cfm?id=10388.</p> |
| <i>Trade and Investment Queensland</i> | <p>Delivers export advice and market information through a team of experts with international business experience, multilingual skills and international business contacts.</p> <p>Services provided include:</p> <ul style="list-style-type: none"> - export capability assessments; - practical export advice; - export skills development programs; - introduction to potential business partners and export opportunities; and - visits to overseas markets. | <p>Queensland businesses looking to export.</p> | <p>Open to all Queensland-based businesses.</p> | <p>Visit www.export.qld.gov.au/index.html for more information.</p> |

Queensland (QLD) programs and initiatives: Department of Education and Training

| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
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| <i>Small Business Solutions</i> | <p>Provides mentoring services to small businesses by accredited industry professionals.</p> <p>Fees apply to use this service.</p> | Small businesses based in Queensland. | Service is available to all Queensland-based small businesses. | <p>Visit www.smallbusinessolutions.qld.gov.au/content/home.asp for more information.</p> |

| Western Australia (WA) programs and initiatives: Department of Culture and the Arts | | | | |
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| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
| <i>Designer Fashion Grants Program</i> | Supports Western Australian designer fashion businesses to develop and expand. Grants are offered in the following categories: Fashion Research and Development Travel (up to \$3,000 available); Marketing (up to \$15,000 available); Partnerships for Skills Development (up to \$10,000 available to seek industry experience within the fashion sector or to collaborate with other industry professionals); and Business and Product Development (up to \$20,000 available). | Designer fashion businesses based in Western Australia. | To be eligible for assistance, individuals, organisations and groups must: - not have any outstanding acquittals from previous ArtsWA or Department of Culture and the Arts funding; - have an ABN or proof that they are not subject to Pay As You Go withholding tax in accordance with the ATO's requirements; and - not have submitted more than three applications in any 12-month period. | Visit http://dcawa.clients.squiz.net/funding/grants/designer_fashion for more information on application rounds. |
| <i>Artflight</i> | Assists Western Australian artists to attend events or undertake activities of strategic significance to the development and promotion of their arts practice or profession. Such events/activities may be within WA, elsewhere within Australia, or overseas. The maximum grant available is \$3,000. Projects that could be supported in this category include: - participation in an interstate or international fashion week or relevant trade show; or - collecting an honorary award. | Artists or art/fashion workers based in Western Australia. | Only artists or art/fashion workers based in Western Australia may apply. | For more information, call (08) 9224 7310, or visit http://www.dca.wa.gov.au/funding/grants/all_applicants_and_art_forms/artflight/about . |

Western Australia (WA) programs and initiatives: Department of Training and Workforce Development

| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
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| <i>Small Business Smart Business</i> | <p>Provides up to \$200 towards the cost of any form of business training that will help to improve the skills of WA small businesses and not-for-profit organisations.</p> <p>The first \$100 is available for training without a co-payment contribution. For every dollar spent on training over this amount, 50 per cent of the cost to a maximum of \$100 will be reimbursed.</p> | Businesses based in Western Australia. | To be eligible for the program, a business must have their eligibility and training approved by a selected Small Business Smart Business Administrator before commencing training. | Visit www.trainingwa.wa.gov.au to locate your nearest Small Business Smart Business Administrator. |

Western Australia (WA) programs and initiatives: Small Business Development Corporation

| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
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| <i>Specialist Advice</i> | <p>Provides advice to businesses on issues that include:</p> <ul style="list-style-type: none"> - business planning; - business structures; - cash-flow management; - financial management; - exporting; - franchising; - industry sector research; - marketing; - taxation; and - e-commerce. <p>The service is delivered by professional advisers, and is free of charge.</p> | Small businesses based in Western Australia. | Available to all small businesses based in Western Australia. | Call 131 BIZ (131 249) to speak to one of the specialist advisers. |

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| <i>BizFit - Business Skills Development Program</i> | Provides a range of informative workshops at affordable prices. The sessions are delivered by presenters with practical experience, and is aimed to develop business skills and provide a networking opportunity. | Business owners and operators based in Western Australia. | Open to all businesses based in Western Australia. | Visit www.smallbusiness.wa.gov.au for more information on available workshop sessions. |
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Western Australia (WA) programs and initiatives: City of Perth

| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
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| <i>City of Perth Small Business Grants Program</i> | The City of Perth is offering cash grants of between \$500 and \$2,000 to small businesses in the City of Perth local government area for the 2010/11 financial year. The grants may be used to assist with business start-up or expansion, buying equipment, training courses or other business related projects that demonstrate creativity or innovation. | Small businesses based in the City of Perth. | Applications are open to any small business that is based in the City of Perth (local government area). To be considered for a small business grant, the business must: <ul style="list-style-type: none"> - have a valid ABN; - be defined as a small business and is independently owned and operated; and - be closely controlled by owners/managers who also contribute most, if not all, the operating capital. | Visit www.perth.wa.gov.au for further information. |
| <i>City of Perth Matched Funding Grants</i> | Supports local business creativity and entrepreneurial activities. Grants up to a maximum of \$20,000 are available, and the recipient business must demonstrate at least an equal financial investment for the | Small businesses based in the City of Perth. | Applications are open to any small business that is based in the City of Perth (local government area). To be considered for a small business grant, the business must: <ul style="list-style-type: none"> - have a valid ABN; - be defined as a small business and is independently owned and operated; and - be closely controlled by owners/managers who also contribute most, if not all, the operating capital. | Visit www.perth.wa.gov.au for further information. |

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| | <p>specific business project.</p> <p>Suitable business projects include:</p> <ul style="list-style-type: none"> - new product development; - capital investment (e.g. purchasing equipment); - intellectual property management including patenting or commercialising a new product; - activation of underutilised areas of the city; and - establishing a business in a laneway. | | <ul style="list-style-type: none"> - have a valid ABN; - be defined as a small business and is independently owned and operated; and - be closely controlled by owners/managers who also contribute most, if not all, the operating capital. | |
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| South Australia (SA) programs and initiatives: Department of Trade and Economic Development | | | | |
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| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
| <i>Growing Global Companies Program</i> | <p>Aims to help companies to develop into entrepreneurial, high-growth, exporting businesses. Participating companies benefit from access to:</p> <ul style="list-style-type: none"> - information sessions on technology, business and export markets; - entrepreneurial business skills training, including leadership, strategic planning, media and presentation, managing growth and one-on-one mentoring; and - sharing, collaborating and networking. <p>The program is available free of charge.</p> | Businesses based in South Australia. | Open to South Australian companies in the ICT, electronics, creative industries, medical devices, digital and biotech sectors. | Visit www.southaustralia.biz/Innovation-in-SA/Programs.aspx#ICT for information on dates for particular workshops. |
| <i>Small Business Development Grant</i> | <p>Assists South Australian businesses to invest in innovative projects that will benefit South Australia by subsidising eligible project expenditures. Eligible project expenditures includes:</p> <ul style="list-style-type: none"> - purchase or lease of plant and equipment | Small-to-medium sized businesses based in South Australia. | <p>Open to South Australian businesses that meet the following criteria:</p> <ul style="list-style-type: none"> - Have turnover between \$250,000 and \$5 million and are based in Southern Adelaide with a trading history of at least 2 years; - the project involves a minimum of | Visit www.innovatesa.com.au/innovate-sa for more information. |

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| | <p>(including software);</p> <ul style="list-style-type: none"> - capital costs associated with technology transfer; - acquisition of critical IP; - professional services critical to the project (e.g. engineering, technical, design and development); and - recruitment and training related to the project. <p>A dollar-for-dollar matching grant with a minimum grant of \$200,000 and a maximum grant of \$500,000 is available.</p> | | <p>\$200,000 on capital expenditure;</p> <ul style="list-style-type: none"> - the applicant can outline the business opportunity that requires funding to grow the business. Examples include: diversification of product/service range, increased market opportunities (domestic and international), and commercialisation of innovative new products and/or services; and - the applicant can demonstrate the ability to fund its share of the project costs. | |
| <p><i>Business Owners Coaching Program</i></p> | <p>Assists South Australian business owners to develop their management and business skills. Participants meet regularly to discuss issues, develop solutions and hear first-hand from experienced, successful business owners.</p> <p>Lead by a coach, groups of up to 10 business owners meet for three-hour sessions once a month for ten months. The coach also offers hourly individual sessions to each participant each month, either by phone or in person.</p> <p>The total cost of the 10-month Business Owners Coaching</p> | <p>Business owners and operators based in South Australia.</p> | <p>Open to businesses that:</p> <ul style="list-style-type: none"> - have a turnover of between \$50,000 and \$3 million; and - have been running for more than one year. | <p>Visit www.southaustralia.biz/Doing-Business-in-SA/Business-Owners-Coaching-Program.aspx for more information.</p> |

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| | <p>Program is \$2,200. DTED will subsidise first-time participants on the following basis:</p> <ul style="list-style-type: none"> - subsidy of 75 per cent for businesses with a turnover between \$50,000 and \$500,000; - subsidy of 50 per cent for businesses with a turnover between \$501,000 and \$1,000, 000; and - subsidy of 25 per cent for businesses with a turnover greater than \$1,000,000. | | | |
| <p><i>Better Business Series</i></p> | <p>Assists existing small businesses achieve successful growth and profitability.</p> <p>The series incorporate three hour workshops on a range of topics, and it is a valuable source of information and insight provided by experienced business operators.</p> <p>Workshops are held regularly at the Education Development Centre, Milner Street, Hindmarsh.</p> <p>The workshops are provided free of charge. Please note that there is a limit of two attendees per business per workshop.</p> | <p>Small businesses based in South Australia.</p> | <p>Open to small businesses based in South Australia.</p> | <p>Visit www.southaustralia.biz/Doing-Business-in-SA/Better-Business-Series-workshops.aspx for more information on particular workshop topics and dates.</p> |

| South Australia (SA) programs and initiatives: Administered by AusIndustry | | | | |
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| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
| <i>South Australia Innovation and Investment Fund (SAIIF) Industry Development Program</i> | <p>Supports investment in innovative manufacturing and/or technology projects that create sustainable new jobs in South Australia, with a focus on the southern suburbs of Adelaide.</p> <p>Up to 50% of projected eligible capital costs (primarily being for plant and equipment directly applied to the production of the outputs of the investment proposal, and excluding land, buildings and infrastructure) will be available for projects that have at least \$500,000 in eligible capital costs.</p> | Businesses wishing to invest in South Australia, particularly in the southern suburbs of Adelaide. | Open to businesses that are registered for business purposes and who can demonstrate the ability to fund at least half of the project costs. | Visit www.ausindustry.gov.au/CommunityAssistance/SAIIF/Pages/SAIIF.aspx for more information about application rounds. |

| Tasmania (TAS) programs and initiatives: Department of Economic Development, Tourism and the Arts | | | | |
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| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
| <i>Business Boost Program</i> | <p>Assists small-to-medium sized Tasmanian businesses to:</p> <ul style="list-style-type: none"> - tackle constraints to business growth and sustainability; - improve their capacity, performance and productivity; and - network and share information, experiences and insights. <p>The program offers workshops, site visits and other activities that provide access to expert advice, business management training tailored to individual needs, and insights into innovative production methods and best practice operations.</p> <p>This program is available free of charge.</p> | Small-to-medium sized businesses based in Tasmania. | <p>To be eligible, a business must:</p> <ul style="list-style-type: none"> - have turnover of at least \$100,000 per annum; and - be in at least one of the following categories: sells goods and/or services interstate or overseas, or has the potential to sell goods and/or services interstate or overseas; is replacing imports into Tasmania; or is an integral part of a supply chain providing components or services to businesses selling interstate or overseas. | <p>Visit www.development.tas.gov.au/business/business_boost for more information.</p> |
| <i>Tasmanian Industry Support Scheme (TISS)</i> | <p>Provides support to businesses which are otherwise at risk of closure or significant downsizing, or are experiencing an impaired investment capacity, as a result of the current volatility in financial markets and the consequent credit conditions.</p> | Businesses based in Tasmania. | <p>Open to businesses that:</p> <ul style="list-style-type: none"> - are Tasmanian based and produce goods in Tasmania; and - are a registered business with the ATO for the purpose of GST. | <p>Visit www.development.tas.gov.au/business/tas_ind_support_scheme for more information.</p> |

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| | <p>The aim of the scheme is to provide a short-to-medium term loan facility for Tasmanian businesses to:</p> <ul style="list-style-type: none"> - support investment projects and activities for which private sector finance would have been available if not for the volatility in credit markets; or - maintain business operations and employment through temporary downturns in business activity. <p>Loans generally ranging from \$50 000 to \$2 million will be considered. Commercial interest rates and terms and conditions will apply to all TISS loans.</p> | | | |
| <p><i>Exporter Education</i></p> | <p>Offers a series of seminars and workshops in association with industry to further develop the Tasmanian export sector.</p> <p>These workshops are designed to enhance the practical skills of Tasmania's new and existing exporters. The department of Economic Development and Tourism subsidises participants' costs, making the sessions more accessible for Tasmanian businesses.</p> <p>Workshops and seminars that are available include: Export Practices,</p> | <p>Businesses based in Tasmania.</p> | <p>Open to any Tasmanian business wishing to export.</p> | <p>Visit www.development.tas.gov.au/export/tasmanian_exporters/skills_development_program for information on upcoming seminars and workshops.</p> |

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| | Export Market Development Grant Briefings, A Practical Approach to Successful Exhibitions, E-Business for Exporters, Presentation Skills, Risk Management in Exporting, Do You Want to Export?, and Country and Industry Sector Specific Seminars and Workshops. | | | |
| <i>Export Market Assistance Scheme</i> | <p>Assistance is available to eligible Tasmanian-based small and medium-sized enterprises for approved marketing activities related to developing new export markets.</p> <p>The Export Marketing Assistance Scheme is designed to assist Tasmanian enterprises in planning and implementing their international marketing activities. The scheme provides assistance to:</p> <ul style="list-style-type: none"> - undertake export market research; - attend international trade exhibitions; - develop export promotional material; - assist with inbound buyers' visits to Tasmania; and - attend approved export related conferences. | Small-to-medium sized businesses based in Tasmania. | Open to any small-to-medium sized Tasmanian business wishing to export. | For more information on export assistance programs, email George Chambers at George.Chambers@development.tas.gov.au or visit www.development.tas.gov.au/export for more information. |

| Northern Territory (NT) programs and initiatives: Department of Business and Employment | | | | |
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| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
| <i>Territory Business Growth</i> | <p>Aims to enhance business performance, profitability, employment levels and market access.</p> <p>The program can provide business development grants of up to \$10,000 to eligible applicants.</p> <p>The Territory Business Growth program is delivered by a qualified consultant that the business owner/manager chooses and consists of two levels:</p> <ul style="list-style-type: none"> - <i>The Overview</i>: identifies and prioritises business improvements; and - <i>Shaping Your Future</i>: creation of a business plan for ongoing improvement. | Businesses based in the NT. | Open to all businesses based in the NT. | Email businessgrowth.dbe@nt.gov.au or visit www.nt.gov.au/dbe/business/servicesf437.html?cat5id=117 for more information. |
| <i>Business Upskills</i> | <p>Provides practical, hands-on and informative workshops facilitated by industry experts to help business owners develop and strengthen their businesses.</p> <p>Business Upskills workshops cover topics such as:</p> <ul style="list-style-type: none"> - marketing; - cashflow management; - staff performance; and - planning for growth. | Businesses based in the NT. | Any business operating in the NT. | Visit www.nt.gov.au/dbe/upskills/documents/upskills_workshop_calendar.pdf for more information on upcoming workshops. |

Northern Territory (NT) programs and initiatives: Department of the Chief Minister

| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
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| <i>Trade Support Scheme</i> | Provides Northern Territory based businesses with financial help to offset the costs of international marketing activities. The scheme can offset up to 50 per cent of the costs of activities such as: attendance at international expos and trade shows; promotional products; accommodation; freight costs; and website development for international audiences. | Businesses based in the NT. | Any business, industry group or other organisation with a substantial presence in the Northern Territory can apply for assistance. An application must be submitted prior to any costs incurred. | Visit www.dcm.nt.gov.au/territory_economy/attract_investment/trade_support_scheme for more information. |

| Australian Capital Territory (ACT) programs and initiatives: Chief Minister's Department (Business and Industry Development) | | | | |
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| Programs/ Initiatives | Description/ Benefits | Target market | Eligibility | Applications |
| <i>Innovation Connect (Icon)</i> | <p>Assists companies that need early stage support in developing or commercialising an innovative product or service.</p> <p>Two main funding components cover these stages: - Proof of Technology (pre start-up stage); and - Accelerating Innovation (start-up and growth).</p> <p>Proof of Technology grants range from \$5,000 to \$25,000.</p> <p>Accelerating Innovation grants range from \$5,000 to \$10,000, and are only granted on a dollar for dollar basis.</p> | Start-up and established businesses based in the ACT. | Open to ACT registered businesses that have a turnover of less than \$1 million per annum. | Applications are open on an ongoing basis. Visit www.business.act.gov.au/ for more information. |
| <i>TradeConnect (TCon)</i> | <p>Assists ACT companies to access new markets internationally by reimbursing the costs of exhibiting at trade shows, seeking expert advice, and conducting global market research.</p> <p>Approved applicants are able to access funding support up to \$10,000, capped to a maximum total level of \$30,000 over a three-year period.</p> | Businesses based in the ACT. | Open to ACT registered businesses seeking to gain access to new markets and that offer tradeable goods and services. | Applications are open on an ongoing basis. Visit www.business.act.gov.au/ for more information. |

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| <p>Canberra Business Development Fund (CBDF)</p> | <p>Provides working capital to early stage companies that require capital to expand their business operations, such as expanding sales in current or new markets, increasing production capacity, or undertaking further product development.</p> <p>This local venture capital fund was formed through a joint venture between the ACT Government and Australian Capital Ventures Limited.</p> | <p>Businesses based in the ACT.</p> | <p>Open to existing businesses within Canberra that have appropriate plans for business expansion and growth.</p> | <p>Applications are open on an ongoing basis. Visit www.business.act.gov.au/ for more information.</p> |
| <p>Canberra BusinessPoint</p> | <p>Provides information, mentoring and advisory services for businesses in the ACT. Services include mentoring support, e-learning, information workshops and networking events.</p> | <p>Business based in the ACT.</p> | <p>All businesses operating in the ACT.</p> | <p>Visit www.business.act.gov.au/ to register for available services.</p> |