



TECHNICAL UPDATE

GRANTS UPDATE

► FEDERAL & STATE/TERRITORY SUPPORT FOR BUSINESSES

At BDO we keep an eye on the Federal and State/Territory grants and business support that may be available to our clients. There are different grants available for the different stages of the growth of a business.

In this Grants update, we provide details on several grants or business support for organisations seeking to increase their resilience to the current economic climate, startup new ventures or commercialise new technologies, improve business performance, develop growth strategies, or expand into export markets.

In this Technical Update:

Enterprise Connect

Up to \$20,000 business support in dollar-for-dollar Federal Government funding to grow your business.

Export Market Development Grant Scheme

Up to \$200,000 in Federal Government grant assistance to help with your export marketing costs.

Commercialisation Australia

An Australian Government initiative to support researchers, entrepreneurs and companies to convert innovative ideas into successful commercial ventures.

At BDO we have a team of experienced business advisers and grants consultants who can assist your business to apply for a grant and work with you to implement initiatives funded by grant monies or other business support.

We can assist you by:

- Identifying grants that may apply to you
- Guiding you through the application process
- Providing a streamlined process for managing your grant and/or business support funds
- Providing professional business consulting assistance on projects

OUR GRANTS TEAM



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If you have any questions regarding grants that may be available to your organisation and how BDO can assist you, please call one of our experts or your BDO Director or Partner.

Enterprise Connect

Up to \$20,000 of dollar-for-dollar Federal Government funding available to help grow your business

Enterprise Connect is a Federal Government business assistance and grant funding program available to eligible businesses in the following industry sectors – manufacturing and manufacturing related services, software development, mining technology, defence, clean energy, creative industries, and organisations in remote Australia.

The Enterprise Connect program includes two stages:

Stage 1 - includes a Business Review conducted at no charge to firms by a highly skilled Enterprise Connect Business Adviser to identify potential strengths and weaknesses, business improvement initiatives and growth opportunities

Stage 2 - once you have completed the Business Review, the Enterprise Connect program can then apply for funding to reimburse your firm half the cost, up to a maximum of \$20,000 (excluding GST), of engaging a consultant/s to deliver improvements recommended in your Business Review.

BDO provides professional services that are eligible for Enterprise Connect funding including:

Strategic & business planning	HR planning, policies & procedures
Succession planning	People & change management
Business process improvement	Executive recruitment
Strategic marketing & planning	Cashflow & debtor management
Commercialisation & new venture strategies	Finance function review & process improvement

Enterprise Connect - are you eligible?

To be eligible, SME's need to:

- Comply with the Enterprise Connect definitions of the above sectors
- Meet annual turnover thresholds (these vary according to sector)
- Have submitted Business Activity Statements for the past 3 years
- Be solvent
- Have not received funding for similar activities from Local, State Territory or Federal Government bodies in the past 3 years.

For further information call 131 791 or visit www.enterpriseconnect.com.au



Export Market Development Grant

Federal Government assistance for Australian Exporters

The Export Market Development Grant (EMDG) scheme provides assistance to Australian exporters by repaying part of their promotional expenses incurred with respect to overseas marketing. The EMDG scheme is a Government incentive, which aims to support a wide range of industry sectors, including inbound tourism and the export of intellectual property and knowhow outside Australia.

About the EMDG scheme

The scheme currently applies to businesses with income of \$50 million or less and can provide up to eight grants by way of reimbursement of up to 50% of eligible exporting expenses above \$10,000. The maximum grant payable is \$200,000 per annum.

Eligible costs include:

- The cost of maintaining long-term overseas representatives including employees
- The costs of arm's length consultants for market research & marketing. Costs for marketing visits, including travel costs, accommodation, entertainment & living allowance
- Costs of communicating with representatives or business contacts
- The cost of providing free samples to nonresidents
- Costs of trade fairs & seminars
- External costs of brochures, videos & advertising
- External internet page design costs
- The cost of bringing buyers to Australia for an approved promotional purpose.

How BDO can assist you to maximise your EMDG claim

BDO has a dedicated team of specialists who can assist your business with all aspects of your EMDG claim. Our team includes Austrade accredited consultants who can take the stress out of the process. As part of our approach, we:

- Prepare the registration application and supporting schedules for Austrade, ensuring all eligibility requirements are met
- Provide eligible expenditure audit assistance
- Supervise contact with Austrade throughout the application process
- Project manage the entire claim process through to the receipt of the grant.

Our realistic pricing, experience and partner-led approach assist your organisation to benefit from a streamlined administration process, faster grant payment and increased level of reimbursement.

For more information visit www.austrade.gov.au.

If you have any questions regarding grants that may be available to your organisation and how BDO can assist you, please call one of our experts or your BDO Director or Partner.

Commercialisation Australia

An Australian Government initiative that assists researchers, entrepreneurs and companies to convert innovative ideas into successful commercial ventures.

The program, implemented by the Department of Innovation, Industry, Science and Research (DIISR) is designed to help successful applicants through the commercialisation process and is structured around the key development stages in the commercialisation pathway. Commercialisation Australia is a merit based, competitive assistance program and only the strongest applications will be successful.

Three forms of assistance

There are three key components of Commercialisation Australia:

1. Skills & knowledge

- a. Support of up to \$50,000 for specialist advice and services to help commercialise an idea, including business planning, commercialisation, IP management, management development
- b. Support of up to \$200,000 over two years to engage experienced executives.

2. Proof of concept

- a. Grants from \$50,000 to \$250,000 to test the commercial viability of a new product, process or service.

3. Early stage commercialisation

- a. Repayable grants from \$250,000 to \$2 million to undertake activities that enable a new product, process or service to be taken to market.

Applicants are required to contribute to the funding of their commercialisation project:

- Eligible applicants for the Skills and Knowledge component are required to contribute on a 80:20 basis (80% by Commercialisation Australia and 20% by the applicant)
- Eligible applicants for all other components are expected to match Commercialisation Australia funding on at least a 50:50 basis.

An applicant does not need to have all matching funding at the time of application. However, the applicant must demonstrate it can fund its share of project costs at the rate it will incur eligible expenditure on the project. It cannot use in-kind (non-financial) contributions or other government grant funding. An applicant will need to provide documentary evidence of its ability to fund its share of project costs in the application.

Commercialisation Australia: are you eligible?

Companies, researchers and individuals can access Commercialisation Australia assistance. Applicants must be one of the following categories:

- A non tax-exempt company incorporated under the Corporations Act 2001
- A researcher applying through a university or Publicly Funded Research Agency (PFRA) commercialisation office
- An individual applying through an eligible partner entity
- An individual who agrees to form a non tax-exempt company incorporated under the Corporations Act 2001 if your application to Commercialisation Australia is successful

Please note that eligibility requirements vary according to the type of assistance being sought, and the category of the applicant. For further information visit www.commercialisationaustralia.gov.au.

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