



GOVERNMENT OF
WESTERN AUSTRALIA



Jobs



Priority Sectors



Free-Trade agreements



Diversify WA



Science and Innovation

Grants to support export development

Department of Jobs, Tourism, Science and Innovation

Information series

Thursday 5 March 2020

Wi-Fi: JTSI_GUEST

Password: @JtsiGuest122019\$



GOVERNMENT OF
WESTERN AUSTRALIA

**Jennifer Mathews, Deputy Director General
Department of Jobs, Tourism, Science and Innovation**

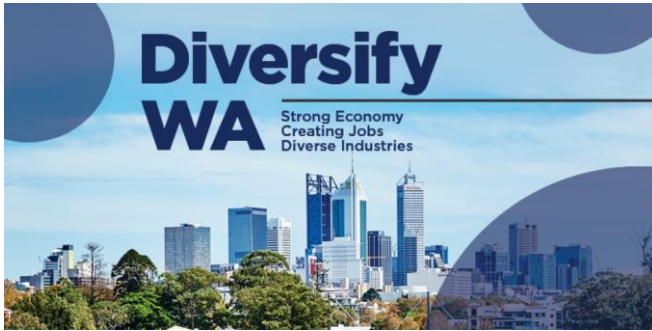
Invest and Trade WA

ITWAITWA supports – Western Australian businesses wanting to increase their investment or export capability and readiness

Our services can be tailored to your needs, including the markets you wish to enter and your export readiness. These services include:

- information on markets and opportunities
- customer identification and introductions
- appointments during overseas visits
- follow up after introductions

Western Australia's Economic Development Framework



Western Australia has new strategies to **diversify the economy** to build resilience in the state's economic structure as the global economy changes.

Six priority sectors:

- Energy
- Tourism, events and creative industries
- International education
- Mining and METS
- Technology and advanced manufacturing
- Primary industries



GOVERNMENT OF
WESTERN AUSTRALIA

WESTERN AUSTRALIA'S ASIAN ENGAGEMENT STRATEGY 2019-2030

OUR FUTURE WITH ASIA



OUR EXTRAORDINARY REGION

DEFINING ASIA

While Western Australia values all relationships across the greater Asian region, for the purposes of the Asian Engagement Strategy, Western Australia will focus on the following markets.

SOUTH ASIA

Bangladesh, Bhutan, India, Maldives, Nepal, Pakistan and Sri Lanka.

NORTHEAST ASIA

China and its special administrative regions Hong Kong and Macau; Japan, Mongolia, South Korea and Taiwan.

SOUTHEAST ASIA

Brunei Darussalam, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Timor-Leste and Vietnam.



UNDERSTANDING THE CONNECTION

WESTERN AUSTRALIA & ASIA

WESTERN AUSTRALIA'S
MERCHANDISE EXPORTS
TO ASIA INCREASED FROM

**\$24
BILLION** (2004)

TO

**\$129
BILLION** (2018)

ASIA PROVIDES

9/10

OF WA'S TOP
TRADING PARTNERS

10%

OF WA'S POPULATION
IS ASIAN-BORN
(2016)

WESTERN AUSTRALIA HAS THE
HIGHEST SHARE OF MERCHANDISE
EXPORTS TO CHINA, JAPAN AND
THE ASEAN COUNTRIES OF ANY
AUSTRALIAN STATE OR TERRITORY



ASIA'S ECONOMIC POWER

MOST OF THE WORLD'S
POPULATION LIVES IN ASIA

THAT EQUATES TO

4 BILLION

OUT OF A TOTAL

7.5 BILLION

INDIA WILL HAVE

850M

INTERNET USERS

BY 2030

ASIA TODAY

42%

OF THE WORLD'S
ECONOMY AND
GROWING

ASIA WILL BE

60%

OF THE WORLD'S
MIDDLE CLASS
BY 2030

IN 2050...

**4 OF THE WORLD'S
TOP 10 ECONOMIES
WILL BE IN ASIA:
CHINA, INDIA,
INDONESIA & JAPAN**



Data sources: Australian Bureau of Statistics, Trade in Goods and Services, Migration, Australia and State Accounts; International Monetary Fund, World Economic Outlook Database; PWC, The long view: how will the global economic order change by 2050?; and An Indian Economic Strategy to 2035.

BRINGING THE STRATEGY TO LIFE

GOVERNMENT OF WESTERN AUSTRALIA INTERNATIONAL OFFICES

Dubai

Market Coverage: Middle East, Africa
Suite 106, Emarat Atrium, Al Safa
Sheikh Zayed Road
PO Box 58007
Dubai, United Arab Emirates
Tel: +971 4 343 3226
www.wato.ae

Jakarta

Market Coverage: Indonesia
World Trade Centre 2
18th Floor, Jalan Jenderal
Sudirman Kavling 29-31
Jakarta 12920, Indonesia
Tel: +62 21 295 22659
www.jtsi.wa.gov.au/indonesia

London

Market Coverage: Europe and UK
5th Floor, Australia Centre
Corner of Strand & Melbourne Place
London, United Kingdom WC2B 4LG
Tel: +44 20 7240 2881
www.wago.co.uk

Mumbai

Market Coverage: India, South Asia
Number 2, 93 Jolly Maker Chambers
9th Floor, Nariman Point
Mumbai, India 400 021
Tel: +91 22 6630 3973
www.watoindia.in

Seoul

Market Coverage: South Korea
Unit 702 7th Floor
Kwanghwamoon Building
149 Sejong-daero, Jongno-gu
Seoul, Republic of Korea 03172
Tel: +82 2 722 1217
www.westernaustralia.or.kr

Shanghai

Market Coverage: Greater China
Room 2204, CITIC Square, 1168
Nanjing Road West, Shanghai
People's Republic of China 200041
Tel: +86 21 5292 5899
www.westernaustralia.cn

Singapore

Market Coverage:
Singapore and Malaysia
Thailand, Vietnam
Suntec Tower 4, #20-02
6 Temasek Boulevard
Singapore 038986
Tel: +65 6836 5626
www.jtsi.wa.gov.au/singapore

Tokyo

Market Coverage: Japan
14th Floor, Imperial Tower
1-1-1 Uchisaiwai-cho, Chiyoda-Ku
Tokyo, Japan 100-0011
Tel: +81 3 5157 8281
www.wajapan.net

- WESTERN AUSTRALIAN GOVERNMENT AND TOURISM OFFICE
- WESTERN AUSTRALIAN TOURISM OFFICE
- WESTERN AUSTRALIAN GOVERNMENT OFFICE
- WESTERN AUSTRALIAN BRANCH OFFICE



For further information, please visit www.jtsi.wa.gov.au

Government of Western Australia international offices



Perth, Western Australia
Jennifer Mathews
Acting Deputy Director General
Strategy and International Engagement
Department of Jobs, Tourism, Science and Innovation



International offices



Europe
Mike Deeks
Agent General
London, United Kingdom



China
Stuart Crockett
Commissioner
Shanghai,
People's Republic of China



India
Peter Baldwin
Commissioner
Mumbai, India



Japan
Richelle Gornik
Acting Commissioner
North Asia Agency
Tokyo, Japan



South Korea
Jean Ough
Commissioner
Seoul, Republic of Korea



**Middle East
and Africa**
Pankaj Savara
Commissioner
Dubai, United Arab Emirates



Indonesia
Paul Mercer
Acting Commissioner
Jakarta, Indonesia



Singapore
John Catlin
Commissioner
Singapore



GOVERNMENT OF
WESTERN AUSTRALIA

Thank you

Department of Jobs, Tourism, Science and Innovation

Phone: 6277 3000

Email: jtsi@jtsi.wa.gov.au



Government of **Western Australia**
Department of **Jobs, Tourism, Science and Innovation**



GOVERNMENT OF
WESTERN AUSTRALIA

Walter Gomes
Manager Asian Engagement
Department of Jobs, Tourism, Science and Innovation



ACCESS ASIA BUSINESS GRANTS

www.jtsi.wa.gov.au/accessasia

The Access Asia Business Grants program supports Western Australian business.

Objectives are to:

- increase investment, trade and exports between Western Australia and Asia
- support the diversification of the Western Australian economy
- increase jobs for Western Australians

Grants of up to \$10,000 excluding GST, are available across two funding rounds each year commencing in July for round 2 and December for round 3.

- Projects must align with the Asian Engagement Strategy and be in one of the six State Government priority sectors.



ACCESS ASIA BUSINESS GRANTS

Priority Sectors

Energy



Tourism, Events and
Creative Industries



International Education



Mining and Mining
Equipment, Technology
and Services (Mets)



Technology and
Advanced
Manufacturing



Primary
Industries





ACCESS ASIA BUSINESS GRANTS

Who can apply

- Small to medium business enterprises (<200 employees)
- Asian business organisations, councils and not for profit groups
- Owned, operated and established in Western Australia for at least two years.
- Solvent legal entity in possession of a valid Certificate of incorporation, current Australian Business Number (ABN) or Australian Company Number (ACN)
- An incorporated entity, company, partnership or trust.



ACCESS ASIA BUSINESS GRANTS

What can be funded

- Attendance at, or hosting a recognised trade event or mission in-market
- Development of Asian targeted marketing materials
- Asia capability training conducted locally or in-market
- Business, strategic planning and research that supports market entry.
- Flights and accommodation



ACCESS ASIA BUSINESS GRANTS

How to apply

1. Refer to the [Grant Guidelines](#)
2. [Register online](#)
3. Contact Access Asia Business Grants accessasia@jtsi.wa.gov.au
Phone: 6277 2927
4. Contact the Government of Western Australia [global offices](#)
5. [Apply online](#) <https://accessasia.grantplatform.com>
6. Round 2 applications close 24 April 2020
7. Round 3 opens 4 September for projects commencing December 2020.



GOVERNMENT OF
WESTERN AUSTRALIA

Dr Debra Cousins
Executive Director, Science and Innovation
Department of Jobs, Tourism, Science and Innovation



Innovation Vouchers Program

Up to \$20,000 to access professional skills, services or knowledge, to advance your idea or commercial activity

Applications Open: Monday 24 February 2020
Applications Close: Wednesday 25 March 2020

Further Information:

<https://www.newindustries.wa.gov.au/opportunity/innovation-vouchers>



WA Innovation Vouchers Program

Annual competitive grants program
Up to \$20,000 (vouchers) for eligible SMEs

To be considered eligible you need to be:

- A WA-based SME with a current ABN or ACN
- Developing an innovation or an innovative idea
- Able to provide a cash co-investment of at least 20:80

Vouchers can be used for:

- Research and Development
- Product Development
- Technology Transfer and Intellectual Property
- Commercialisation Support Services

Assessment process



2019 Innovation Voucher Recipient – Protective Innovations

- System for detection of power lines for cranes, elevated work platforms, concrete pumps and other machines, interfaces with controls to stop the machine making contact with power lines
- Selected from 4,000 companies to attend an Accelerator Program in Houston. Expanding to the US market, attending ConExpo Las Vegas in March 2020.

2018 Innovation Voucher Recipients – ISOL8

- A digital Lock Out Tag Out Isolation system
- Won IOTY DXC Digital Technology Award in 2019 - travelled to Aberdeen with NERA to showcase their system to major Oil and Gas Companies in Europe & USA

2017 Innovation Voucher Recipients – Terra15

- A vibration, acoustic and seismic sensing platform that facilitates real-time, high precision monitoring on a wide range of infrastructure and assets in the resources and utilities sectors
- 2019, Terra15 were awarded a matching \$947K federal government Accelerating Commercialisation grant.





Acknowledges exceptional innovators who have developed an outstanding innovative product, technology or service with a demonstrated benefit to Western Australia.

Two categories:

- Emerging Innovation Category (pre-revenue)
- Rio Tinto Growth Category (post-revenue)

Applications Open: Wednesday 8 April 2020

Applications Close: Monday 11 May 2020

Further Information:

www.newindustries.wa.gov.au/opportunities/ioty



Prizes:

- \$70,000 Overall Award Winner
- \$20,000 Rio Tinto Emerging Category Winner
- \$20,000 Rio Tinto Growth Category Winner
- 5 x Platinum Awards of either \$10,000 cash or in-kind support
- All 16 Semi-Finalists receive Business Capability Training (August 2020)
- 8 Finalists receive a professionally edited video of their innovation

You could be eligible for this program if you are:

- Developing an innovation in Western Australia
- Able to clearly define the market need or problem your innovation solves
- Developing your product or service from original concept and are the legal or authorised owner of the innovation
- Have an ABN or ACN



2019 Multiple Platinum Award Winner - Roborigger

- Helps companies in construction, oil and gas, and logistics improve safety and efficiency by remotely controlling loads during lifting operations, removing the need for people to use taglines or to be close proximity to the load.
- In February, Blackbird Ventures injected \$5 million of Series A funding, allowing the company expand its reach into overseas markets



2018 Overall Winner - Udrew

- Provides the tools for homeowners and contractors without any technical skill or experience to instantly design, engineer, manage and approve their own custom-building project from start to finish through syncing directly with local government and national building regulations
- In 2019 Udrew moved into their first office, grew from 1 to 9 employees, expanded its operations to New Zealand and were invited by AirBnB to Silicon Valley



2016 Overall Winner - FBR

- World's first patented 3D robotic bricklaying system – the HadrianX. Using computer aided design, the 3D robotic end-to-end bricklaying system handles loading, cutting, routing and placement of all of the bricks, printing the structure with a high level of accuracy
- Agreement with one of Mexico's largest construction companies, and a MoU with Kingdom of Saudi Arabia to consider a project for 50,000 new homes





GOVERNMENT OF
WESTERN AUSTRALIA

**Andrew Griggs, Manager
Industry and Development
Department of Jobs, Tourism, Science and Innovation**



WA Industry Link

Andrew Griggs – Manager

Industry Development

Department of Jobs, Tourism, Science and Innovation



Purpose

The purpose of the Local Capability Fund (LCF) is to assist small and medium enterprises (SMEs) in **Western Australia** to increase their **capability and competitiveness** as suppliers of products, services and works to the **Western Australian State Government, major projects** and **other important markets**



Eligibility

1. Have an Australian Business / Company Number & be solvent
2. Been operating for **3 years in WA facilities**
3. Employ less than 200 people
4. Turnover between \$250,000 and \$100 million
5. No 'double dipping' for the **same activity** from other Government sources (including Federally)



Current Rounds

- Bunbury Outer Ring Road Project (BORR)
*Aims to provide employment and business opportunities for local workers and businesses in Bunbury and the wider **South West***
- METRONET Railcar Procurement
- Future Battery Industry
- Steel Industry AS/NZS 5131
- Steel Industry Business Information Services

What can LCF be used for?

**Funding of up to 50%
of eligible costs up to
a max of \$20,000**

Expert consultant
services

Purchase and
upgrade of
equipment

Training and
qualifications

Improvements to
internal business
infrastructure and
systems



Including.....

Expert consultant services

- ✓ Meeting pre-qualification requirements
- ✓ Implementation and audit of ISO management system standards

Purchase and upgrade of equipment

- ✓ Upgrading or modifying existing equipment or machinery
- ✓ Acquiring equipment, machinery



Including.....

Training and qualifications

- ✓ Up-skilling employees which leads to improved operational processes
- ✓ Training linked to the acceleration / boosting of Australian Apprenticeship completion rates

Improvements to internal business infrastructure and systems

- ✓ Improvements to Occupational Safety & Health systems, quality assurance systems, manufacturing and management systems
- ✓ Upgrades / expansions to applicant owned property/buildings



Payments and reporting

- Funding made as a reimbursement - activity to be paid for **in advance**
- Within **6 months** of receiving funding - a reporting template is provided
- Repeat reporting after **12 months**
- It is Important for JTSI to **measure the success** of the program and to understand potential future needs



Outcomes to date


- Total of **22 rounds** since the fund begun (including IFSP)
- Support provide to **379 businesses**:
170 Metro - 209 Regionally
- Created **808 new jobs & 132 apprenticeships**
- Has a return to the economy of **\$69 for every \$1 funded**

How to Apply?

For more information visit

 industrylink.wa.gov.au

Or contact ILAS on

 08 6277 2999

 industrylink@jtsi.wa.gov.au



A screenshot of the WA Industry Link website. The header is dark with the WA coat of arms and the "WA INDUSTRY LINK" logo. Navigation links include "About", "Projects", "Participation Plans", "Advisory Services", "News & Events", and "Tenders". A search bar is in the top right. The main content area has a dark background with the headline "Helping to build the businesses" and a "LEARN MORE" button. A dropdown menu is open under "Advisory Services", listing options like "Services to State Government Agencies", "Services to Businesses - Head Contractors", and "Services to Businesses - Sub Contractors". A sidebar on the right lists "Industry Link Advisory Service", "Regional Support (LCAs)", "Advice & Programs to Build Capability", "How to Complete a Participation Plan", "Briefings, Events & Workshops", "Government Supply Opportunities", "Why supply to Government?", and "Local Capability Fund". At the bottom, there is an "Explore" section with the text "Useful information, guidelines and resources for local businesses and State Government Agencies."



GOVERNMENT OF
WESTERN AUSTRALIA

**Aly May, Senior Project Officer
Investment and Development
Department of Local Government, Sport and Cultural
Industries**



Department of
**Local Government, Sport
and Cultural Industries**

Create X

Asian cultural exchange program





Objectives

- provide Western Australian creatives with the opportunity to develop relationships and networks with peers in South East Asia;
- expand artistic practice, cross-cultural exchange and understanding;
- contribute to the economic, social and creative development of Western Australian arts, culture and creative industries;
- improve access to innovative technologies, partnerships and/or other funding opportunities which may lead to the development of new knowledge, skills, products, and ideas;
- share unique local stories or stories of interest and relevance;
- build Western Australian and international audiences, and markets;
- raise the profile of the arts, culture and creative industries in Western Australia and South East Asia.



Eligible Activities

May include, but are not limited to:

- research and development of new work through cultural exchange;
- sharing of skills, knowledge and networks between local host communities in Asia and Western Australia;
- the creation, production and public presentation of new contemporary theatre or dance works;
- the creation, production and public presentation of visual arts work and/or new music;
- the creation, production and publication of contemporary written works;
- development of new products, professional practices and market expansion;
- collaborative activities which include local communities through the exchange of culture, creative ideas, products, or artistic experiences.



Key Information

How much can I apply for?

Eligible applicants can apply for funding up to \$20,000.

When can I apply?

Applications open 3 March 2020

Applications close 4:00pm, 16 April 2020

For activities starting after 1 July 2020

What can I apply for?

Up to \$20,000 in funding towards travel and residency costs to artists, creative industry professionals and arts organisations to undertake collaborations and cultural exchange opportunities in Singapore, Malaysia or Indonesia.

A condition of the program is for applicants to organise a reciprocal residency as part of the exchange. There is no expectation for the costs of the reciprocal residency to form part of your application.



Support Material

In addition to the optional units you must submit the following mandatory residency specific unit:

Unit	Examples of material in this unit	Acceptable formats and limits
Residency Specific Document	<p>Asian residency</p> <ul style="list-style-type: none">• Applicant CV or profile (artist/creative undertaking the residency)• Short biographies for any other key creatives or artistic personnel involved in the residency• Profile of host residency organisation.• Confirmation from host residency of participation for the activity• Brief overview of residency location and facilities (including accommodation) <p>Reciprocal residency</p> <ul style="list-style-type: none">• Description of the reciprocal residency to include dates, timeframe, name of the participating artist/creative and any other key creative personnel, profile of the WA host organisation• Confirmation from reciprocal host residency for the activity	Maximum 15 A4 pages of text in one Word or PDF document only



Support Material

You may select three out of the five standard units of support material:

Unit	Examples of material in this unit	Acceptable formats and limits
Unit 1 - Audio	<ul style="list-style-type: none">• Examples of previous work or activities• Other audio (e.g. interviews, recordings, presentations) that supports your activity.	6 minutes of audio
Unit 2 - Video	<ul style="list-style-type: none">• Examples of previous work or activities• Other audio (e.g. interviews, recordings, presentations) that supports your activity.	6 minutes of video
Unit 3 - Images	<ul style="list-style-type: none">• Examples of previous work, design collections or activities• Other images that support your activity	10 images
Unit 4 - Text	<ul style="list-style-type: none">• Quotes for major expenditure items/confirmation of fees• Reviews, media reports or articles on your previous work• Confirmation of consultation and/or support from the target community/participants such as Aboriginal communities or young people• Evidence of significant Aboriginal involvement, participation and decision making (where relevant)	Maximum 5 A4 pages of text in PDF or Word
Unit 5 – Activity Specific	<ul style="list-style-type: none">• Literary manuscript• Play script• Publishing samples• Curatorial statement• Marketing plan• Product catalogue• Activity/project plan	Maximum 5 A4 pages of text in Word or PDF only



Core application questions

1. What is the activity you are seeking funding for?

Describe your planned activity (residency exchange). Outline your ideas, what is involved, who you will be working with and how they will contribute. Explain the creative, artistic or cultural relevance or significance of the activity, both for yourself and the relevant sector of the community in Western Australia and in Singapore, Malaysia or Indonesia.

2. Why do you need to undertake this activity and why do you need to do it now?

Explain the strategic significance of undertaking this activity at this time. Demonstrate the relevance, timeliness and impact of the work in the context of your individual practice, other WA practitioners, WA communities, international creative peers and communities. Describe the international significance of the activity and demonstrate that the activity will have a long-term impact on your practice, or where applicable, for your business or organisation.

3. What outcomes will be achieved?

List the direct outcomes you hope to achieve from your activity. These may include producing a new work or revisiting an existing work, reaching new audiences or markets, contributing to growing the creative industries sector, providing employment opportunities, engaging with specific communities or promoting Western Australia as a place to visit and do business. Where relevant, you should include outcomes and benefits for the audiences (locally and internationally) for your activity.



Core application questions

4. How do you plan to undertake the activity?

Describe in detail the stages or steps in planning, developing and implementing your activity. Include as many specific details that are essential to the success of your activity. For creative exchange activity with your international partners evidence of consultation with your creative partners, and commitment to host you in your chosen international location must be provided in your support material. Likewise, for activity which involves a Western Australian Aboriginal community, evidence of consultation with that community must be included in your application. Please ensure you consider the time required to organise visas if required.

5. What is the timeline for the activity?

Provide a timeline outlining what will happen at each stage of your activity (across the two residency exchanges). The timeline should begin and finish with the activity start and end dates you entered at the beginning of your application.

6. How will you evaluate this activity?

Outline the methods, processes or tools you will use to measure and report your progress towards, and/or achievement of the activity outcomes you outlined in Question 3. Consider how you will know whether you achieved your proposed outcomes.

7. What are your plans for marketing, promotion and/or distribution for the activity?

Marketing includes audience and sector engagement, promotion and distribution strategies. Describe the different methods you will employ to market your activity or distribute your product to your desired audience, client, consumer or peer group. You can include a marketing plan with your support materials.



Department of
**Local Government, Sport
and Cultural Industries**

For further information please visit the website:

www.dlgsc.wa.gov.au/funding/arts-funding/create-x





GOVERNMENT OF
WESTERN AUSTRALIA

**Liam O'Connell, Executive Director
Department of Primary Industries and Regional
Development**



Department of
Primary Industries and
Regional Development

DPIRD AFT Grant Programs

Info session: Grants to support export development

Liam O'Connell

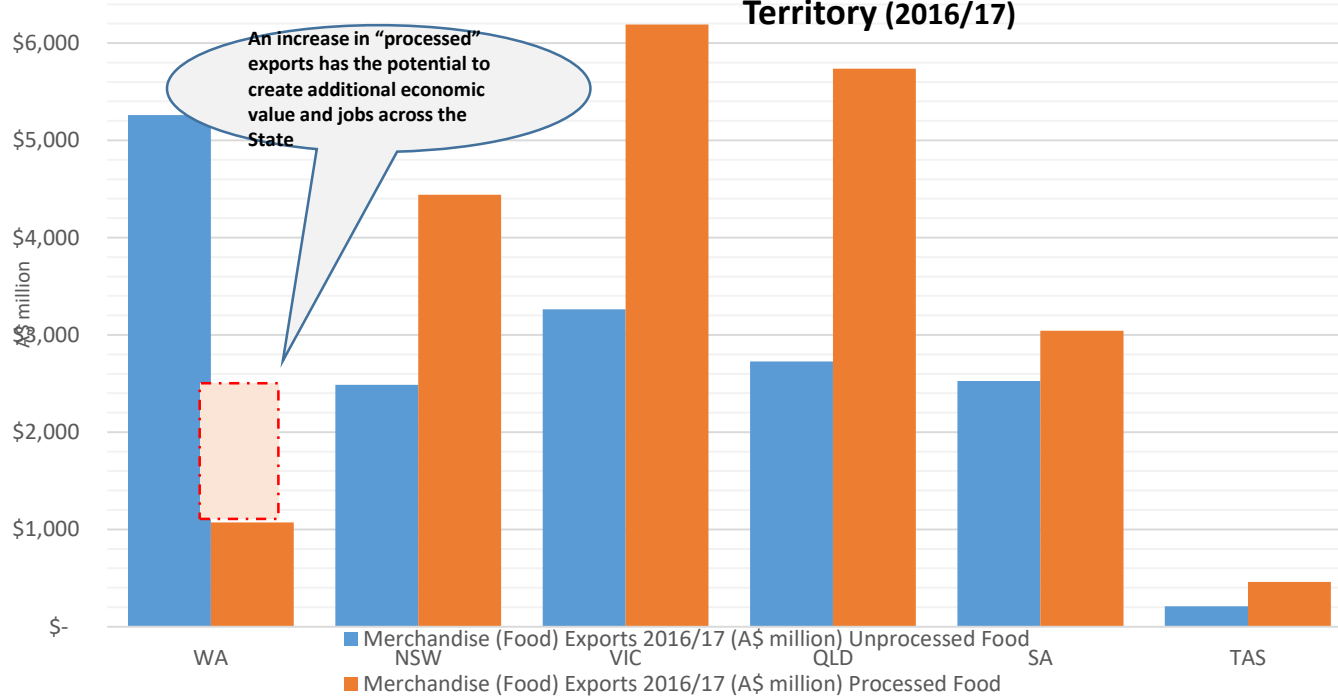
Executive Director - Agribusiness Food & Trade (AFT)

March 2020



WA: Agrifood Profile

Processed v Unprocessed Food Exports by Australia State and Territory (2016/17)



- WA agrifood exports remain dominated by commodity-based trade – around 80% of all WA's agrifood exports.
- The Value Add sector can drive growth, improve economic diversification, social licence and create jobs across the State (metro and regions)

Voucher Program and Value Add Fund

Currently two programs open

- WA Agrifood and Beverage Voucher Program
 - Stream 1: Support for contracting of professional consultancy services across these categories
 - Stream 2: Travel assistance vouchers of up to \$2,000
 - Closes on 13 March 2020
- Value Add Agribusiness Attraction Fund (Round 2)
 - Up to \$300,000 per business to support value add capital investment
 - Up to \$100,000 per business to de-risk investment in value adding enterprises
 - **NEW:** up to \$100,000 per business to support investment in globally competitive ag-tech and food-tech innovations
 - Closes 13 March 2020

Future grant programs




- Coming soon
- Supporting business to become internationally competitive

Perth set to host next year's two-day evokeAG conference

Zach Relph | Countryman
Tuesday, 18 February 2020 2:56PM



Rob Kelly, Richard Evans, Paul Callander, Tim Hyde, Peter May, Ivor Gaylard, Darren Hughes and Susan Hall are among the WA delegates at this year's evokeAG event in Melbourne. Credit: Peter Maloney/DPIRD

-  The Asia Pacific region's biggest agri-food technology event is coming to Perth.
-  It was confirmed this afternoon AgriFutures evokeAG would be held in WA's capital from February 16-17 next year.
-  The announcement coincided with the opening day of this year's two-day forum in Melbourne.



Previous successes of DPIRD grant funding

Expert for a day helps Rocky Ridge export into Asia

Emma Kirk

Local News



DPIRD project manager Jon Berry and Rocky Ridge Brewing Co owner Hamish Coates talk about the benefits of the state government's voucher program to expand regional agrifood and beverage businesses.

The state government has expanded its program which allows regional agrifood and beverage businesses to hire an expert for a day.

Doors open on new Augusta abalone



A purpose-built storage and processing facility opened on Saturday at Augusta Boat Harbour will allow the world's first commercial greenlip abalone sea ranching business to meet growing international demand for the ocean-grown delicacy.

Agriculture and Food Minister Alannah MacTiernan officially opened Augusta-based Ocean Grown Abalone's (OGA) new building, which was

Lucky Bay Brewery lauds State Government business support

Indiana Lysaght | Kalgoolie Miner
Monday, 3 February 2020 1:28PM

Local N



Nigel Metz, of Lucky Bay Brewing, at his newly expanded Esperance brewery. Credit: Simon Santi/The West Australian, Simon Santi

Lucky Bay Brewing owner Nigel Metz has urged businesses to take advantage of a State Government grant announced on Friday.

The new round of agribusiness funding was last week launched at Lucky Bay Brewing's official re-opening. The brewery was the recipient of the Value Add Agribusiness Investment Attraction Fund grant in its 2018 pilot program, as well as the Regional Economic Development Grant.



Department of
Primary Industries and
Regional Development

For further information

WA Agrifood and Beverage Voucher Program

<https://www.agric.wa.gov.au/AFBvoucherprogram>

Value Add Agribusiness Attraction Fund (Round 2)

<https://www.agric.wa.gov.au/industry-development/value-add-agribusiness-investment-attraction-fund>





Department of
**Primary Industries and
Regional Development**

Thank you

Liam O'Connell

Executive Director - Agribusiness Food and Trade





GOVERNMENT OF
WESTERN AUSTRALIA

**Darren Levy, TradeStart Adviser
International Trade and Investment Centre
Chamber of Commerce and Industry WA**



Australian Government

Australian Trade and Investment Commission



Chamber of Commerce
and Industry WA

CCIWA, Austrade and AusIndustry Direct and Indirect Financial Support



Australian Government

Business
business.gov.au

EMDG is:

- › a key Australian Government financial assistance program for aspiring and current exporters
- › designed to encourage small- and medium-sized Australian businesses to develop export markets

WHO CAN APPLY?

An Australian individual, partnership, company, association, cooperative or statutory corporation that has:

- › carried on business in Australia
- › promoted the export of goods
- › promoted the delivery of services outside Australia
- › promoted certain services in Australia to non-residents
- › promoted inbound tourism
- › promoted the export of intellectual property and know-how outside Australia
- › an income of less than \$50 million for the year
- › spent at least \$15,000 on eligible export promotional activities.

A trustee may also apply on behalf of a trust.

WHAT CAN BE CLAIMED?

- › overseas representation expenses
- › marketing consultant expenses
- › marketing visits expenses
- › free samples expenses
- › trade fairs, seminars, in-store promotions expenses
- › promotional literature and advertising expenses
- › overseas buyers expenses
- › registration and/or insurance of eligible intellectual property expenses.



- › \$124.1m paid to 3,755 grant applicants (SME's) in 2018-19

- › \$33,058 Average grant paid to SME's



Applicants reported \$3.8b in exports (GY 2017-18)

WHAT DO YOU GET?

- › Maximum of 8 grants
- › Minimum grant of \$5,000 generally applies
- › Maximum grant of \$150,000 (subject to available funds)
- › Split-payment system operates for grants over a certain amount (\$40,000 for grant year 2018-19) to ensure all eligible applicants receive a grant (See www.austrade.gov.au/emdgpaymentamounts for details)
- › Applications open 1 July each year and close on 30 November
- › Payments reimburse expenses incurred in the previous year (July–June)
- › Payments are made in the year following the year in which expenses are incurred



- › Email us your questions at emdg.help@austrade.gov.au
- › Visit us at www.austrade.gov.au/exportgrants
- › Call Austrade on **13 28 78** and ask for your local EMDG office



Access expert advice, funding and incentives to help your business innovate, compete and grow. The Entrepreneurs' Programme can help to improve your growth capabilities and networks, engage with researchers, foster innovation and encourage commercialisation of novel products, processes or services.

- ✓ provide you access to relevant advice, networks, funding and knowledge
- ✓ provide support, advice and mentoring
- ✓ help you build the necessary capabilities, culture, strategies and connections for growth
- ✓ develop a growth plan to reach your Australian and/or overseas growth opportunity
- ✓ maintain your growth momentum through regular follow-up meetings

Sector Specialists based at CCIWA



Geoff Brazier

Advanced Manufacturing



Kerry Bell



Jon Hanlin
Energy & Resources



Andrew Canion
IT and
Enabling
Services

What do you get?

A customised growth plan and access to a business adviser who will assist with your growth opportunity for up to 2 years. You'll also have the opportunity to then apply for funding to action the adviser's recommendations.

You must:

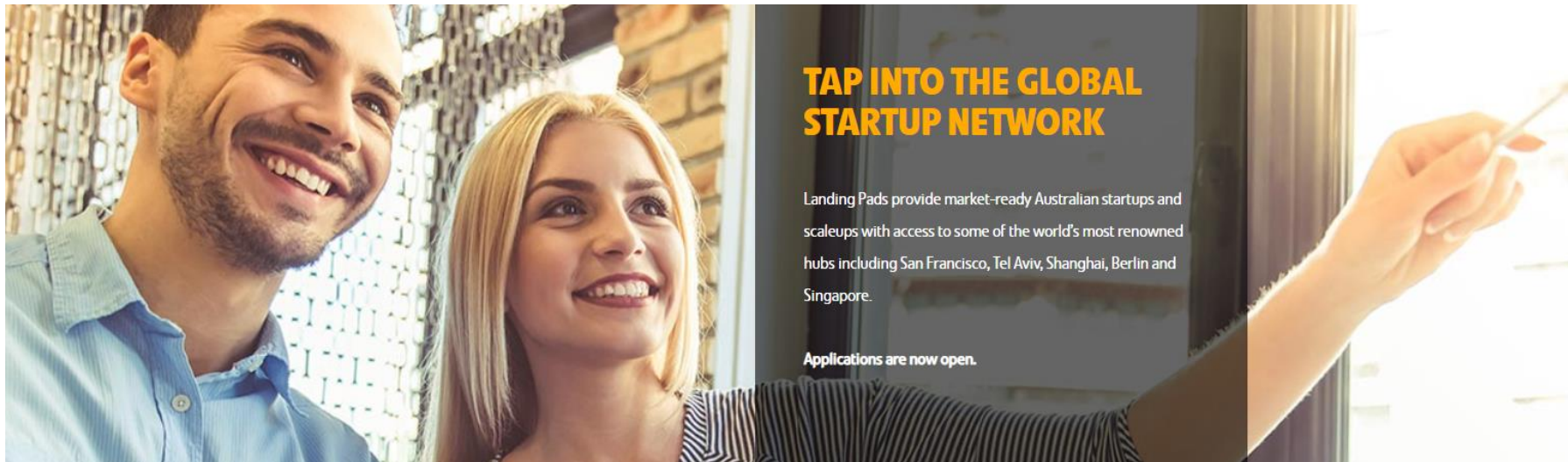
- have an Australian business number (ABN)
- be registered for goods and services tax (GST)
- have filed business activity statements showing ongoing trading in Australia, for at least 3 consecutive years
- have the intent and opportunity to engage in or increase trade in Australian or overseas markets

You must have turnover of

- between \$1.5 million and \$100 million
- between \$750,000 and \$100 million if you're located in remote Australia or northern Australia
- <https://www.business.gov.au/grants-and-programs/growth-services>
- Contact us on 13 28 46.

Industry Sector Specialists

- Advanced manufacturing
- Food and agribusiness
- ICT, digital and professional services
- Medical technologies and pharmaceuticals
- Mining equipment, technology and services/oil, gas and energy resources



Landing Pads help market-ready start-ups and scaleups take their business global.

The Landing Pads program provides market-ready start-ups the opportunity to land and expand in global innovation hubs.

You'll have access to:

- A 90-day residency in a co-working space;
- Introductions to networks of investors, mentors and strategic partners;
- Access to a community that supports Australian entrepreneurs;
- Business advice to help grow your business.

- The TradeStart network is an extension to Austrade's own offices and is delivered in partnership with State, Territory and local governments, industry associations and chambers of commerce.
- The prime objective of Austrade's TradeStart network is to assist small and medium sized exporters to achieve long term success in international markets.
- It offers exporters the combined resources of Austrade and each partner organisation, providing local assistance and a direct link to Austrade's services and overseas network.
- CCIWA is a major TradeStart services provider in Western Australia



➤ **Google Austrade TradeStart – call your advisor**





Membership

Events & Learning ▾

Resource Centre ▾

Advisory Services ▾

How we can help ▾

Advocating for change ▾



CCIWA - INTERNATIONAL TRADE AND INVESTMENT CENTRE

A range of financially supported export development initiatives

- Austrade Tradestart Export Advisor Services
- AusIndustry Entrepreneurs Program Business Advisors
- City of Joondalup Export Development Workshops and Tailored Services
- Food and Bev – Japan, Singapore and Malaysia business matching and in-market visits - Partnership
- South West Group Local Govt – Workshops and Tailored Export Services
 - Cockburn, East Fremantle, Fremantle, Kwinana, Melville and City of Rockingham

Thank you.
Q&A



Darren Levy
Senior Export Advisor,
Austrade Tradestart
Chamber of Commerce and Industry WA Ltd

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E: Darren.Levy@cciwa.com



GOVERNMENT OF
WESTERN AUSTRALIA

Andrew Maurice, Program Coordinator Small Business Development Corporation



SERVICES TO SMALL BUSINESS IN WESTERN AUSTRALIA

Small Business Development Corporation



Small Business
Development Corporation

smallbusiness.wa.gov.au

The small business specialists



Our broad range of services



**1. Information
and advice for
business**



**2. Business licence
finder**



**3. Research and
advocacy**



**4. Business migration
program**



**5. Investigations
and Inquiry Unit**





Support for small business

Business advisory services



Dispute Resolution Service

.....

For
business to business
and
business to government
disputes



Business Enterprise Skills

Workshops in the metropolitan area

- ✓ Tendering and procurement
- ✓ Financial management
- ✓ Digital literacy
- ✓ Sales skills
- ✓ Business management





Small Business Development Corporation

We're here to help with

Free Information and **advice**

Assistance with **disputes**

Practical business skills



133 140



smallbusiness.wa.gov.au





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BREAKOUT SESSIONS



GOVERNMENT OF
WESTERN AUSTRALIA

Thank you

Contact

Department of Jobs, Tourism, Science and Innovation

Phone: 6277 3000

Email: itsi@itsi.wa.gov.au



Government of **Western Australia**
Department of **Jobs, Tourism, Science and Innovation**



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END



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