

AusIndustry EP Business Growth Grant Assistance

Program Aim

The objective of the Entrepreneurs Programme (EP) is to assist small and medium businesses to develop the skills, knowledge and capability to realise their growth potential.

Process

Under the EP, a company can apply for a **Business Growth Grant** if they meet the eligibility criteria.

Under the **Business Growth Grant** program, AusIndustry provides co-funding to eligible companies to subsidise the cost of engaging a consultant (up to a maximum grant of \$20,000) to make eligible business improvements.

Business Growth Grant projects must cover business improvements that demonstrate:

- ▶ That the preferred consultant is bringing new areas of expertise to your business
- ▶ How the project will build the internal capability of your business
- ▶ That the work involved is not part of the ordinary operations of your business

The company must first access a business advisor and his/her analysis report must highlight the specific consultancy service required as a priority focus area for the company. Eligible business areas are:

- ▶ Strategic Business Issues
- ▶ Human Resources Issues
- ▶ Internal Systems
- ▶ Production/Operational
- ▶ Marketing, Branding and Communication
- ▶ Financial Management Systems
- ▶ Exploring New Markets and Market Intelligence
- ▶ Environmental Sustainability
- ▶ Product and Service Development
- ▶ Mentoring/Coaching

Eligibility Criteria

The following eligibility criteria need to be met by a company to receive EP grant funding:

1. Have revenue or expenditure of between \$1.5 million and \$100 million in the current financial year or in one of the two preceding financial years
2. Have an ACN, a trading history of at least three years and be solvent
3. Be in one of the **following Targeted Growth Sectors:**
 - ▶ Advanced Manufacturing
 - ▶ Food and Agribusiness
 - ▶ Medical Technologies and Pharmaceuticals
 - ▶ Mining Equipment, Technology and Services
 - ▶ Oil, Gas and Energy Resources

OR

Provide one of the following **Enabling Technologies or Services** to one of the above targeted growth sectors (*refer details on reverse page*):






- ▶ Freight and Logistics
- ▶ Infrastructure Related Construction
- ▶ Information and Communications technology
- ▶ Digital Technologies
- ▶ Professional Services

OR

Have the skills, ability, expertise or intellectual property to work in or with one or more of the Growth Sectors **in the future**

Enabling Technologies and Services

The definition of enabling technologies and services for the purpose of the Entrepreneurs' Programme requires Businesses that provide enabling or supporting technologies, inputs or services to drive business growth or improve business competitiveness in one or more of the following Growth Sectors:

-  Advanced Manufacturing
-  Food and Agribusiness
-  Medical Technologies and Pharmaceuticals
-  Mining Equipment, Technology and Services
-  Oil, Gas and Energy Resources

Businesses in one of the five underpinning enabling sectors (freight and logistics; infrastructure related construction and services; information and communications technologies; digital technologies; and professional services) do not need to have a direct customer/client relationship with the above Growth Sectors, however, their business activities/outputs must drive business growth or support the competitiveness of businesses in at least one of the Growth Sectors.

Freight and Logistics

These are Businesses that provide industrial or commercial freight or logistics services. This includes transportation of freight by road, rail, water or air; goods warehousing, distribution and storage; or support services for the transportation of freight.

Infrastructure Related Construction and Services

These are Businesses that provide inputs, services or technologies to construct or improve infrastructure that supports growth or improves competitiveness in one or more of the five Growth Sectors. This includes building and industrial plant; energy; transport; water; communication and waste infrastructure.

Information and Communications Technology

These are Businesses that provide specialist information and communication technologies, products and services. This includes internet and satellite communications and data transfer services or systems; or other information services or systems.

Digital Technologies

These are Businesses that provide specialist digital technologies, products and services. This includes internet services; data processing services; sensor technologies; digital control and monitoring systems; and graphics and design services.

Professional Services

These are Businesses that provide specialist technologies, inputs or services tailored to one or more of the five Growth Sectors, and requiring highly skilled staff with a professional qualification or certification. This includes services across a broad range of fields, such as scientific, design, engineering, business management, financial, medical, marketing and technical services.