



Australian Government
Department of Industry,
Innovation and Science

Business



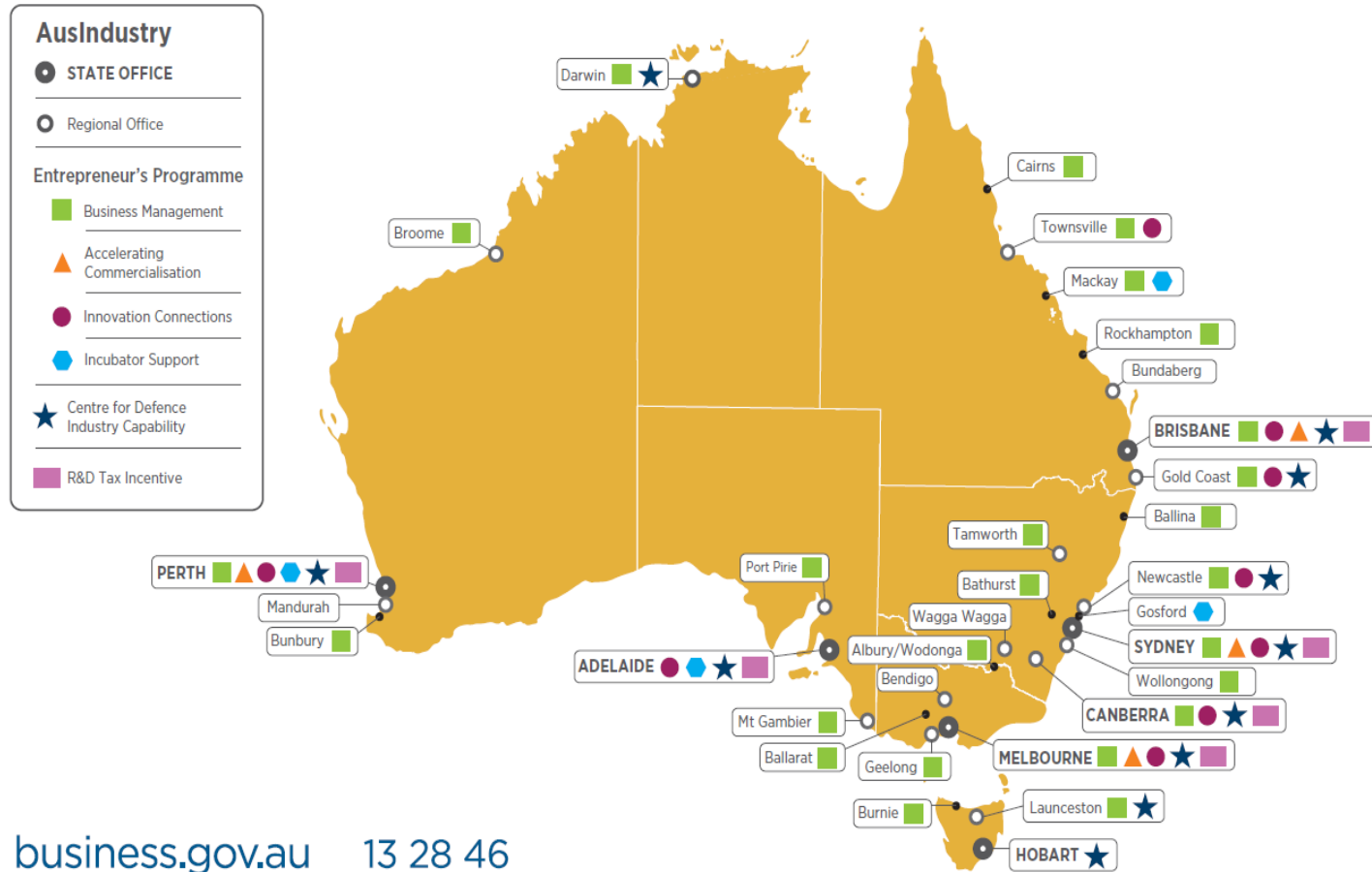
Competitive Manufacturing in Australia

Tracy Constable, Business Development Manager Queensland

October 2019

Regional network | *Connect with us on the ground*

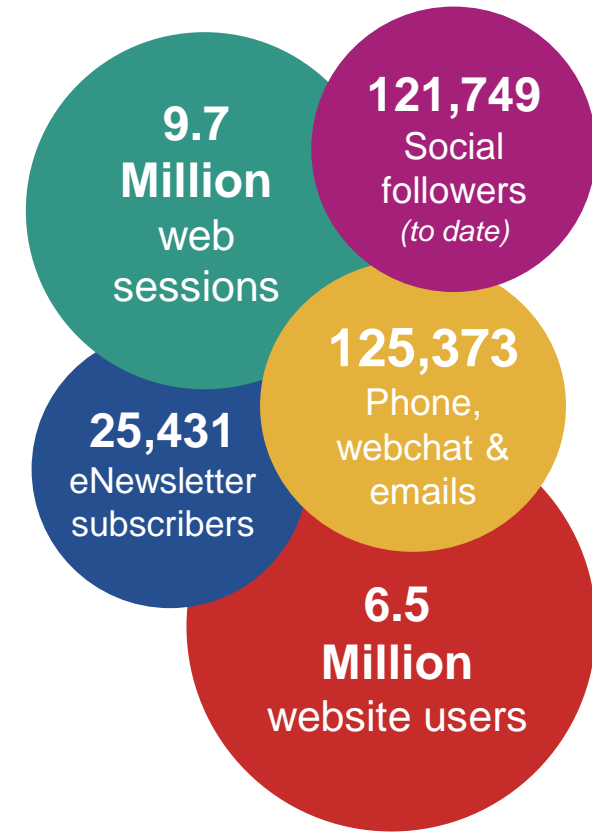
- AusIndustry network across **32 state and regional locations Australia wide.**
- **On-the-ground footprint** including:
 - Regional Managers
 - Business Advisers
 - Commercialisation advisers.
- **Face-to-face support** for business in their local area.
- **Regional intelligence** informing:
 - policy
 - program design & delivery
 - digital & contact services.



business.gov.au 13 28 46

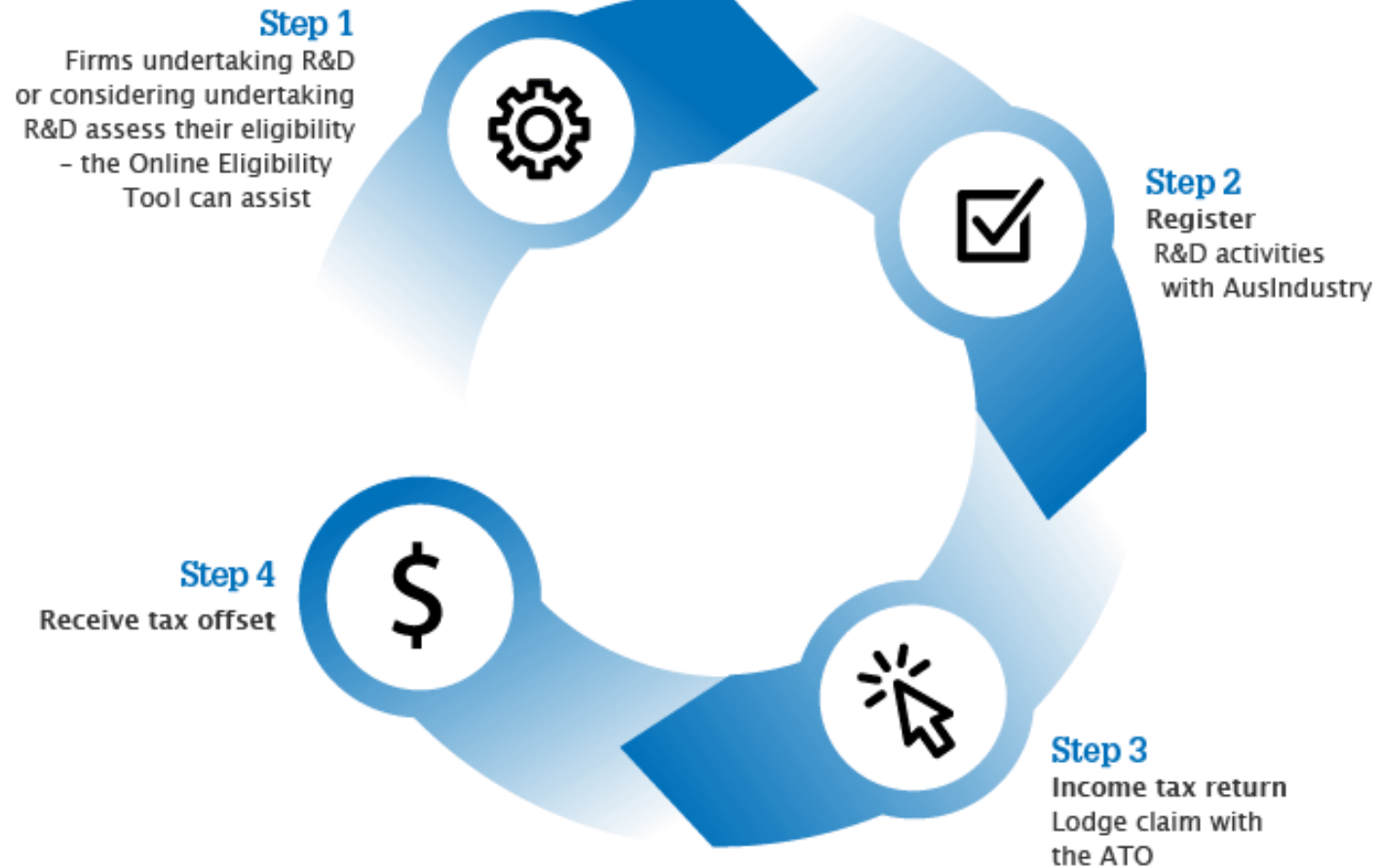
- **Trusted** whole-of-government business resource.
- **20 years** – established government portal.
- One-stop shop for:
 - **useful information** to help you plan, start and grow your business
 - access to **licence & registration services**
 - **practical tools** to help Australian businesses.
- **Speak to a real person.** Dedicated support for business through **phone, webchat & email**.
- **High-traffic** web and social media platforms.

2017/18 volumes



Claiming back the cost of R&D?

R&D Tax Incentive Program Cycle



Looking to commercialise an idea?

ACCELERATING COMMERCIALISATION

WHATS ON OFFER..



SUPPORT TO..



Encouraging Business Growth



- Business Adviser develops twelve-month Action Plan
- Free consultation service
- Federal Government matches up to \$20K to spend on implementing the recommended actions over the year

Action Plan

01. Marketing Plan

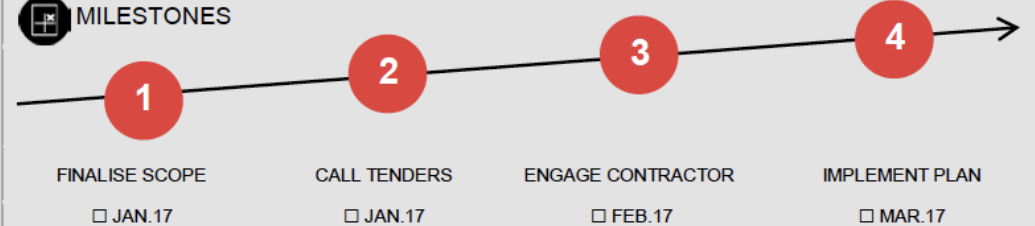


WHY

With a view to growing sales from \$3M to \$10M there needs to be a stronger digital marketing presence.



MILESTONES



02. Administration and Finance

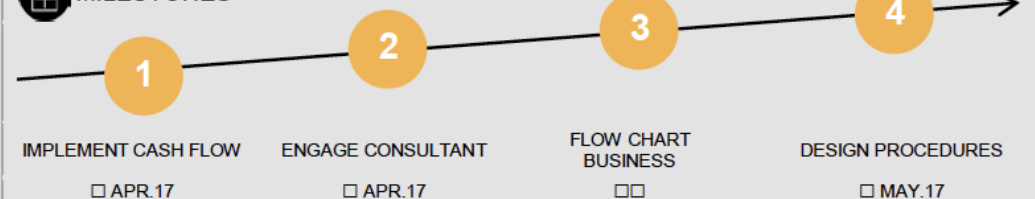


WHY

The administration of the business is very rudimentary, relying heavily on an external accountant and the owner's direct input.



MILESTONES



03. Strategic Planning

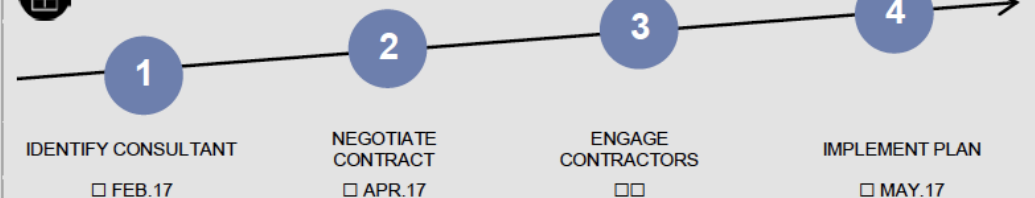


WHY

There is a desire to grow revenue from \$3M to \$10M but there is no plan to do so.



MILESTONES



Business Research Collaboration



Manufacturing Modernisation Fund

Supports manufacturers to modernise, adopt new technologies, become more productive and create more jobs by co-funding capital investments and associated reskilling.

There are two streams of funding:

- an estimated **\$20 million for grants between \$50,000 to \$100,000** for small scale technology and efficiency investments. Grantee contribution is 1:1
- an estimated **\$30 million for larger grants between \$100,000 to \$1 million** to support transformative investments in technologies and processes. Grantee contribution is 3:1

The maximum grant period is 2 years.

Manufacturing Modernisation Fund

Merit Criteria

To be competitive you must score highly against all of the merit criteria.

Merit Criterion 1

- The extent that your project will improve your manufacturing competitiveness and lead to job growth (40 points)

Merit Criterion 2

- Capacity, capability and resources to deliver the project (40 points)

Merit Criterion 3

- Impact of the grant funding on your project (20 points)

Applications close 4.00pm (Qld time) Thursday 31st October 2019

Driving innovation, productivity and competitiveness



INNOVATION JOURNEY

For small to medium businesses (0-199 FTEs)

SMALL BUSINESS INNOVATION RESEARCH (SBIR)

Supports innovators to develop and test new solutions to complex Government challenges. Innovators retain all IP they develop and have the opportunity to secure a government lead customer.
advance.qld.gov.au/SBIR

INNOVATE QUEENSLAND

Helping Small to Medium Enterprises (SMEs) turn their ideas into income or boost their business by learning the skills of innovation development, preparing new technologies for market and investment, and practical collaboration.
innovateqld.com

BUSINESS GROWTH FUND PROGRAM

Provides targeted assistance of up to \$50,000 for small and medium businesses that demonstrate high-growth and employment aspirations.
business.qld.gov.au/growthfund

SMALL BUSINESS DIGITAL GRANTS PROGRAM

Enabling small businesses to access the latest digital technologies through matched grant funding up to \$10,000.
business.qld.gov.au/digital

IGNITE IDEAS FUND

The Ignite Ideas Fund supports Queensland based small to medium sized businesses to commercialise innovative products, processes and services and compete in a global market place and create new jobs.
advance.qld.gov.au/entrepreneurs-and-startups-industry-small-business/ignite-ideas-fund

BUSINESS DEVELOPMENT FUND (BDF)

Provides investment between \$125,000 and \$2.5 million to eligible Queensland businesses.
advance.qld.gov.au/entrepreneurs-and-startups-industry-investors-small-business/business-development-fund



EXPLORE



VALIDATE



DEMONSTRATE



LAUNCH

R&D TAX INCENTIVE

Tax offset to encourage more companies to engage in research and development. A self-assessment programme available to all industries.
business.gov.au/RDTI

ENTREPRENEURS' PROGRAMME ACCELERATING COMMERCIALISATION

Grants and advice to help commercialise novel products, processes and services.
business.gov.au/AC

TAX INCENTIVES FOR EARLY STAGE INVESTORS

Eligible investors who purchase new shares in a qualifying early stage innovation company may be able to access a non-refundable carry forward tax offset and modified capital gains tax treatment.
ato.gov.au/earlystageinvestors

ENTREPRENEURS' PROGRAMME INNOVATION CONNECTIONS

Access to expert technology advice to address technology and knowledge gaps, and collaborate with the research sector in developing new ideas with commercial potential. Support includes funding to work on collaborative projects.
business.gov.au/IC

AUSTRALIAN LANDING PADS

Provides Australian market-ready start-ups the opportunity to access global innovation hubs in San Francisco, Tel Aviv, Shanghai, Berlin and Singapore.
australiaunlimited.com/landing-pads

EXPORT MARKET DEVELOPMENT GRANTS

Existing and potential Australian exporters are reimbursed up to 50 per cent of expenses above \$5,000 incurred for export promotional activities in new markets.
austrade.gov.au/EMDG

Questions & more information

A top-down view of a person's arms and hands typing on two silver laptops on a wooden desk. To the left of the laptops are large architectural blueprints showing building plans. To the right, there is a glass of orange juice, a ruler, and some drafting tools. The person is wearing a red and white plaid shirt.

Tracy Constable

AusIndustry – Support for Business

Department of Industry, Innovation and Science

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