



Department of
**Primary Industries and
Regional Development**

International Competitiveness Co-investment Fund- Round One

Frequently Asked Questions (FAQ)



An initiative of the Department of Primary Industries and Regional Development
Supporting WA agriculture and food businesses

Frequently Asked Questions

These Frequently Asked Questions apply to grants for the International Competitiveness Co-investment Fund (ICCF) Round One. Applicants should read this document in conjunction with the **Guidelines for Applicants** prior to submission.

The Fund will open to applications on **Wednesday 15th July 2020 at 9:00AM (WST)**

The closing date for applications on **Wednesday 12th August 2020 at 11:00PM (WST)**

1

Eligibility

1.1 Who is eligible to apply for funding?

To be eligible to apply, an applicant must be a business that is an existing exporter¹ of food and beverage related goods or services to Asia. Applicants must meet all of the following criteria:

- Demonstrate that the project will result in direct economic benefit to regional WA.
- Be a GST registered, Australian based legal entity with an Australian Business Number (ABN)
- Have been in operation for more than two years and have already undertaken some export-related activities¹
- Be capable of entering into a legally binding agreement with the Western Australian Government
- Have its main source of income (more than 50%) related to the sale of food and beverage related goods or services
- Be exporting or seeking to export goods that are produced, grown or manufactured in Western Australia
- Have established or in the process of establishing on-going relationships with one or more in-market business partners (business relationships an entity has established or is establishing with another entity specifically to access overseas markets for its products)
- The products or services that the applicant is exporting must be positioned for premium markets² in Asia which is broadly defined to include the Middle East.
- Be able to provide a minimum cash contribution of one dollar for every two dollars (1:2) of grant funding provided
- Commit to all required project reporting and a final report including project evaluation and an acquittal of funds required at the completion of the project.

¹ An existing exporter for the purposes of the ICCF is a business which has achieved export sales of a minimum of \$25,000 in aggregate across the last two financial years.

² Premium markets are those markets where the consumer recognises and is willing to pay for an additional margin in recognition of the distinctive attributes exhibited by the product. Such attributes are differentiated from commodity products.

1.2 My business hasn't been operating for more than two years, am I eligible?

No. Only businesses that have been operating for a minimum of two years can apply. The requirement for an applicant to be in operation for a minimum of two years is to provide a level of assurance that the business entity has established suitable business models, financial resources and personnel in place to effectively manage the grant funds and deliver the intended project outcomes.

1.3 My business doesn't have an ABN – can I apply?

No. Only agriculture and food businesses registered and operating in, or entering into, Western Australia that have an ABN can apply.

1.4 Can I apply if I have already received the funding from the Grants for Asian Market Export Rounds 1 to 3 or other government grants?

Yes. Recipients of Grants for Asian Market Exports Rounds 1 to 3 as well as recipients of other DPIRD or other state or commonwealth government grants related to export development are eligible to apply for ICCF-Round 1. However, applicants are required to disclose any previous funding support in their proposal as this will be taken into consideration during the assessment process.

Recipients of other grants may choose to apply for ICCF-Round 1 with a view to building upon any outcomes or results achieved from their previous or other grant projects. However, ICCF-Round 1 funds cannot be applied to activities or deliverables already identified in other pre-existing grant funded projects and only currently unfunded activities can be submitted for consideration.

2 Funding Limits, Timeframe and Eligible Activities

2.1 What is the minimum and maximum funding available per application?

\$50,000 - \$100,000 (excluding GST).

2.2 What are the timeframes to commence and complete the project proposed in the application?

The Program will cover projects / activities that are carried out within the period from November 2020 (start) to 30 May 2021 (end). Project timelines may extend beyond 30 May 2021 if absolutely required, however, the Department makes NO guarantee of funds availability for grant payments beyond 30 May 2021.

2.3 What types of activities are NOT eligible for funding?

Please refer to the section 3.3 of Guidelines for details of ineligible business activities for funding.

Items listed as ineligible expenditure in 3.3 can be included in applicant's own project budget but will not be funded by the grants.

3 Application

3.1 How do I apply?

All applications must be submitted online using the **SmartyGrants** application form, please see www.agric.wa.gov.au/ICCF-Round_1 for more details.

3.2 How will I know if my application has been received?

Once you have submitted your application, you will receive an acknowledgement email that it has been received. Please email asianmarketsuccess@agric.wa.gov.au if you do not receive this.

3.3 Can I update/revise my application after it has been submitted?

Yes. If you wish to revise your application prior to the closing date, please email asianmarketsuccess@agric.wa.gov.au and provide your application number to have it re-opened. No updates or revisions will be accepted after applications close and your revised application must be resubmitted before the deadline on **Wednesday 12 August 2020 at 11:00PM (WST)**.

3.4 I am having difficulties with the Smarty Grants application form, who can I contact?

For technical issues or queries with the Smarty Grants application form, please contact asianmarketsuccess@agric.wa.gov.au or telephone +61 (0)8 9368 3582

4 Grant Value

4.1 What is the total grant value for ICCF- Round 1?

The total amount of funds available for this round of funding for 2020-21 is \$800,000. The Program is predominantly funded by the Western Australian State Government through the Royalties for Regions Program (\$750,000) to support businesses with regional operations and \$50,000 to support solely metro-based businesses through the Western Australian Government's consolidated fund.

4.2 Can I apply for more than \$50,000 if my business is metro-based?

No. Businesses that are solely based in the metro area are only eligible to apply for \$50,000 of allocated funding. As indicated in item 4.1 above, \$50,000 has been allocated to the Program to support solely metro-based businesses through the Western Australian Government's consolidated fund.

4.3 How much do I need to contribute?

Recipients will need to provide a minimum cash contribution of one dollar for every two dollars (1:2) of grant funding provided. For example, to apply for a grant of \$50,000, the applicant must commit and contribute during the project a minimum of at least \$25,000 in cash, bringing the total project cash resource to \$75,000.

4.4 Can my application include collaborator(s)?

Yes. Applicants may consider making contact with other organisations that may be seeking to value-add to the project design or contribute to achieving the proposed outcomes. Such organisations can include in-market partners, research institutions, industry associations or other businesses.

These organisations can be considered as project collaborators if they provide cash or in-kind contribution. However these collaborator contributions cannot be used to fulfil the minimum cash co-contribution eligibility requirement.

Applicants will need to ensure that they have received commitment from the collaborator/s for their contribution before it can be included in their proposal. If a proposal identifying collaborator contributions is submitted, the applicant will be required to provide evidence of this commitment before the proposal can be assessed. The applicant will also be responsible for accounting for these contributions as part of the funding agreement should the project be approved.

4.5 What happens if the project cost is more than the maximum amount that I can apply for?

If an applicant would like to spend more than the maximum grant amount (excluding GST), they (the applicant) will be required to pay the excess amount.

5 Application Outcome

5.1 Will all eligible applicants be successful?

No. The ICCF is a competitive application process. All applications will be assessed by an independent panel individually on their merit against the criteria described in Guideline section 6.

5.2 When will grant funds be made available to successful applicants?

Successful applicants will be required to enter into a funding agreement that will set out agreed milestones and outputs for payments. Milestones will be negotiated with the recipient. Payments are typically made when there has been a demonstration that the agreed milestones scheduled throughout the project have been met.

5.3 What are the project reporting and evaluation requirements?

Millstone reports will be required to demonstrate progress towards achievement of agreed outputs and that funds are being spent in accordance with the funding agreement. A final report and evaluation will also be required. Reports must be submitted online via SmartyGrants by the due dates identified in the schedule developed in the funding agreement.

6 Have another question?

Get in touch with an ICCF team member via email asianmarketsuccess@agric.wa.gov.au

NB. All future FAQ updates will be posted after this position in this document, once ICCF-Round One has opened.

Important disclaimer

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