



# Go Global Export Program 2021 Program guidelines



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## About the Go Global Export Program

Trade and Investment Queensland's (TIQ) Go Global Export Program (GGEP) is designed to provide export ready Queensland small and medium-sized businesses with financial support to cover the eligible project costs of finalising a sale into a new international market.

TIQ recognises there are export sale barriers that are difficult to overcome when working with a new market. Whilst there is significant support along a company's export journey – in terms of market awareness, planning and preparation – there is a funding gap for the purpose of finalising an export arrangement.

Funding will be available to SMEs to assist their export outcomes and support TIQ's purpose of driving global business opportunities that create jobs and prosperity across Queensland. Regional organisations are particularly encouraged to apply.

Funding between \$2,500 and \$25,000 excluding GST is available to support eligible projects. For more information refer to Table 1 – Funding conditions.

## Program objectives

One of TIQ's core objectives is to help ambitious, capable Queensland businesses with an internationally competitive offering to go global by developing capability, providing market intelligence, accessing networks and making valuable connections.

The objectives of the GGEP are to:

- set up businesses across Queensland for ongoing export success
- assist export ready companies in overcoming the challenges arising from executing an existing export transaction in a foreign market
- create a pathway for success for new export sales that will create additional employment across Queensland.

## Eligibility criteria:

Only one application per funding round will be accepted per business.

To be eligible to apply to the GGEP the applicant organisation must:

- have a valid Australian Business Number (ABN) and be registered for GST
- be headquartered in Queensland
- be a company incorporated in Australia or be an incorporated trustee applying on behalf of a trust
- have no more than 200 full-time-equivalent employees
- not be a subsidiary of a group of companies that has 200 or more full-time-equivalent employees in total
- have a project capable of being completed within 12 months
- be pre-qualified by TIQ as export ready (but not necessarily currently exporting)
- have the buyer pre-qualified as a buyer via a TIQ Trade Advisor
- have documented proof of proposed sale for the export of goods or services into a new market
- provide a 1:1 matched cash contribution to the project for eligible project costs (refer Table 1 – Funding conditions)

- not use commonwealth, state or local government grants towards their 1:1 matched cash contribution
- not have received a GGEP grant in the same financial year.

**Table 1 – Funding conditions**

<b>Grant funding available</b>
Between \$2,500 and \$25,000 (excluding GST) for projects of up to 12 months duration.
<b>Additional funding requirements</b>
In addition to the standard eligibility criteria listed, grant applicants: <ul style="list-style-type: none"> <li>• must provide evidence of your ability to meet the required matched cash contribution by providing an interim profit and loss and balance sheet as at the date of application</li> <li>• can, pending approval, expend eligible project costs applied for in the application from date of application. This would, however, be at an applicant's own risk, with no guarantee of the application for GGEP funding being successful.</li> </ul>

## Eligible project costs

The grant is available to support project costs that improve the ability of your business to export goods or services or engage in international trade. It is not intended to address problems that are part of the ordinary, everyday operations of your business.

Eligible project costs are specific to this project and include but are not limited to:

- export business advisory services and tools, for example:
  - market entry requirements, eg, registrations, documentation and compliance
  - professional advice (accounting, financial, legal) on contract negotiation, IP advice, counterfeit protection or attracting funding to scale up to meet demand
- costs of product testing and redesign, packaging and labelling required to meet an export market requirement
- support to gain export accreditation and free trade agreement documents (expenses incurred to gain various export related accreditation for, but not limited, to Good Manufacturing Practice, Hazard Analysis Critical Control Point or Halal accreditation)
- cost of a trial export program, e.g., logistics involved in delivering the first export activity in a new market (product samples or trial shipment with no commercial outcome – higher cost for smaller sample/trial with no return on investment)
- costs associated with product approvals, installation, training, operations and maintenance required for a new client or market. Travel is only accepted for these defined activities and not for any business development purpose.

## Ineligible project costs and activities

GGEP funds, and the applicant's 1:1 matched cash contribution, cannot be used to cover ineligible project costs which include (but are not limited to):

- any program, project or activity that is subsidised directly to the applicant organisation by another government agency

- activities that are elsewhere covered by contribution from other agencies, including but not limited to local, state or federal government grant or reimbursement programs
- participation in study tours or other missions, regardless of the organiser
- participation in or contribution to booth, expo or event costs
- cost of inventory or raw materials in the production of the good or service
- costs of routine operational business activities.

This list is not exhaustive and other exclusions may apply at TIQ's discretion.

## Assessment criteria

Applications will be assessed on the following three equally weighted criteria:

### 1. Organisational capability

You should provide:

- your organisation's management experience
- your organisation's history with TIQ, Austrade or another Queensland Government agency related to business development to achieve export readiness
- evidence of the financial viability of the exporting organisation
- a satisfactory total project budget including eligible project costs.

### 2. Export readiness

You should provide:

- evidence that a TIQ Trade Adviser has pre-qualified both the exporter and the buyer
- your organisation's export history and/or export plan for the relevant market
- documented proof of proposed sale for the export of goods or services into a new market including quantity, value and time.

### 3. Benefit potential

You should demonstrate that:

- the funding sought will assist you in completing and fulfilling a contract that will result in an export outcome
- there is benefit to regional Queensland, e.g., jobs, particularly in regional Queensland, expressed in terms of person hours made or retained, how much export revenue will be generated or other potential investment outcomes
- future potential from the initial deal and forecast for market potential such as re-order potential or rates.

## How to apply

[Apply online](#) by 12pm (midday) on 24 March 2021.

Read the Application Guide for detailed guidance on addressing the assessment criteria.

A follow up round will be considered in subsequent months if funds are not fully allocated in this round.

The financial and commercial information pertaining to or included in an application for funding under the GGEP will be kept strictly confidential and all information provided treated as commercial-in-confidence. Any information given on an application or subsequent report or survey will only be reported as part of aggregated data that does not identify any individual responses or companies, unless otherwise permitted in writing by companies.

Organisations who are successful in applying for funds under the GGEP are ineligible to apply again in the same financial year. Applications will only be considered the following financial year if they are for an export proposal to a new market.

All applications will be assessed against eligibility requirements and only eligible applications will be considered for funding support.

All eligible applications will be assessed against the assessment criteria in a merit-based approach by a panel of assessors with relevant expertise.

Applicant organisations may be contacted at any stage of the assessment process to clarify any information provided in the application and/or to request further information to enable a due diligence and probity assessment.

There is no implicit guarantee of approval at any stage of the process, and applicant organisations will be notified via email of the outcome of applications.

The decision to award funding is at the discretion of the Queensland Government and all decisions are final. There is no appeals process for unsuccessful applicants. Unsuccessful applicants can re-apply for funding in a future funding round.

Decisions to offer grants to successful applicants are made considering availability of funding based on commitments of program funds in the current and future financial years.

## Conditions of funding

Successful applicants will be required to enter into a legally binding Financial Incentive Agreement with the Queensland Government within 10 working days of receipt of the agreement. You should ensure you have read and accept the terms and conditions of the Financial Incentive Agreement prior to signing, as they will not be negotiable at the time a funding offer is made.

The Financial Incentive Agreement will include details of the project activities and the project budget.

Successful applicant organisations must commence projects within 90 days of execution of the Financial Incentive Agreement.

Payment of grants will be made in instalments based on project milestones. The first payment (70% of the approved funding) will be made upon execution of the Financial Incentive Agreement and the final milestone payment (30% of the approved funding) will be in arrears following successful completion of the project.

Grant payments will be made upon the provision of documentary evidence that all project requirements have been satisfied, including evidence that the relevant activities have been completed; adequate project expenditure has been incurred and matching cash has been contributed by all committed parties.

Funding recipients will be expected to:

- actively promote their projects
- provide information and attend media/promotion events to TIQ, if requested
- connect with the TIQ Regional Office to support their export pathway success.

The Queensland Government funding should be acknowledged by recipients in all relevant published material, media releases and public statements.

## Privacy

The Queensland Government collects and collates information from the application form to assess applications for the program. Only authorised departmental officers and approved grant assessors have access to this information.

Applicants should note that broad details of successful proposals, agreed outcomes, progress and the level of funding awarded may be published by the Queensland Government. Some information may be used to promote funded projects.

Your personal information will not be disclosed to any other third party without your consent, unless required by law or for the purposes of *Information Privacy Act 2009*.

For audit purposes, the Queensland Government is required to retain the applications and other supplied supporting material.

The provisions of the *Right to Information Act 2009* apply to documents in the possession of the Queensland Government.