



IT CAN HAPPEN
IN QUEENSLAND

Go Global Export Program

PROGRAM GUIDELINES 2023-24



**TRADE +
INVESTMENT**
QUEENSLAND

Contents

| | |
|---|---|
| About the Go Global Export Program | 2 |
| Program objectives | 2 |
| Eligibility criteria: | 2 |
| Eligible project costs..... | 3 |
| Ineligible project costs and activities | 3 |
| Assessment criteria..... | 4 |
| 1. Organisational capability..... | 4 |
| 2. Export readiness | 4 |
| 3. Benefit potential | 4 |
| How to apply | 4 |
| Conditions of funding | 5 |
| Privacy | 6 |
| Further information..... | 6 |

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 (SMEs) with financial support to cover the eligible project costs of finalising a sale into a new international market.

TIQ recognises that there are export sale barriers that are difficult to overcome when working in a new market. While there is significant support along a company's export journey – in terms of market awareness, planning and preparation – funding of up to \$25,000 (ex-GST) will be available to Queensland SMEs. This is to assist their export outcomes and support TIQ's purpose of driving global business opportunities that create jobs and prosperity across Queensland.

Program objectives

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

The objectives of the GGEP are to:

- Provide an initial support platform for 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.

While consideration for all markets and sectors remains open, applicants targeting India as an export destination **or** from the sportstech sector will receive special consideration. This prioritisation aligns with the priorities of the *Queensland Trade and Investment Strategy 2022–2032*.

Eligibility criteria:

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

- **have fully acquitted** any previous GGEP grant from TIQ
- have an active **Australian Business Number (ABN)** and be **registered for GST**
- be **headquartered in Queensland**
- submit only **one application per eligible business or financial beneficiary¹** under each round
- 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 and not be a subsidiary of a group of companies that has 200 or more full-time-equivalent employees in total
- have a project and export outcome capable of being completed within 12 months
- be pre-qualified by TIQ as export-ready (NB. do not need to be currently exporting)

¹ TIQ considers a related party and/or financial beneficiary to be those who gain an advantage and/or profits from something including receipt or distribution from a trust, will or life insurance policy. This can include companies with common shareholdings, directors, employees, or immediate family.

- have the buyer pre-qualified by a TIQ Trade Advisor
- have documented proof of proposed sale for the export of goods or services (into a new market)
- provide evidence of a one-to-one matched cash contribution to the project for each eligible project costs (refer Table 1 – Funding conditions)
- not use Commonwealth, State or local Government grants towards their one-to-one matched cash contribution
- produce and export Queensland products and not act as a consolidator or distributor of Queensland, other domestic or imported products.

Table 1 – Funding conditions

| |
|---|
| Grant funding available |
| Up to \$25,000 (excluding GST) for projects of up to 12 months duration |
| Additional funding requirements |
| In addition to the standard eligibility criteria listed, grant applicants: <ul style="list-style-type: none"> • Must provide evidence of their ability to meet the required matched cash contribution through provision of latest profit and loss and balance sheets as at the date of application. • Expenditure on eligible project costs occurring after the date of grant opening is at the applicant's own risk, as there is no guarantee that the application for funding will be successful. |

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. Costs attributed to ordinary, everyday operations of your business are not eligible.

Eligible project costs include but are not limited to:

- external costs for export business advisory services and tools, for example:
 - market entry requirements, e.g., registrations, documentation, and compliance
 - professional advice (accounting, financial, legal) on contract negotiation, IP protection, counterfeit protection, or attracting funding to scale-up to meet demand
- external costs of product testing and redesign, packaging and labelling required to meet an export market requirement
- external costs 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)
- external costs 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 or return on investment)
- external 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 one-to-one 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 by another government agency

- activities that are elsewhere covered by contributions 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
- travel for business development purposes
- internal costs of routine operational business activities (i.e. staff expenditure, food and beverage expenditure).

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

Assessment criteria

Applications will be assessed on the three criteria of equal weighting:

1. Organisational capability

You should provide:

- your organisation's management experience
- evidence of the financial viability of the exporting organisation
- a satisfactory total project budget including eligible project costs.

2. Export readiness

You should provide:

- your organisation's history using TIQ, AUSTRADE or another Queensland Government agency for business development support to achieve export readiness
- 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 status, quantity, value, and timing.

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 future potential from the initial deal such as re-orders
- there is benefit to regional Queensland e.g. jobs, particularly in regional Queensland, expressed in terms of full-time-equivalents created or retained; how much export revenue will be generated.

How to apply

Apply online for the GGEP [here](#).

Read the GGEP Application Guide for detailed guidance on addressing the Assessment Criteria. Applications close at **1:00 PM on 11 September 2023**.

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.

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 criteria, in a merit-based approach, by a panel 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 guarantee of approval at any stage of the process, and applicant organisations will be notified via email of the outcome of applications.

Decisions to offer grants to successful applicants are made considering availability of funding.

The decision to award funding is at the discretion of the Queensland Government and all decisions are final. To appeal a grant decision or make a complaint about the process, you can do this via the TIQ Appeals and Complaints Process. Appeals are to be directed to the TIQ Grants and Finance team, Corporate Services, email: Corporate.Services@tiq.qld.gov.au. Unsuccessful applicants can re-apply for funding in a future round.

Conditions of funding

Successful applicants will be required to enter into a legally binding Funding Agreement with the Queensland Government. Within 10 working days of receipt of the agreement, please sign and return to TIQ. You should ensure you have read and accepted 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 Funding Agreement consists of:

1. Letter of Offer
2. Financial Incentive Agreement (grant contract terms and conditions)
3. Program and Application guidelines
4. Application submitted by the applicant relating to the grant funded activity
5. Acquittal Documentation Guide
6. Terms agreed in writing between the parties (if there are any other terms agreed).

Successful applicant organisations must commence projects within 90 days of execution of the Funding Agreement. Payment of grants will be made in instalments based on project milestones. The first payment (70 per cent of the approved funding) will be made upon execution of the Financial Incentive Agreement and the final milestone payment (30 per cent of the approved funding) will be in arrears following successful completion and acquittal of the project.

The final milestone payment 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. In addition to a detailed acquittal report, clients will be required to submit valid supplier invoices with the corresponding proof of payment (remittance advice, bank payment with corresponding invoice details, etc). Supplier credit arrangements in lieu of payment will not be accepted.

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 Trade Advisor 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 supporting material supplied.

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

Further information

[Application Guidelines](#)

Disclaimer

This publication is to be used as a guide only. The authors have taken reasonable steps to ensure the publication is accurate at the time of publication. The State of Queensland accepts no responsibility and gives no warranty, guarantee or representation about the accuracy, reliability, timeliness or otherwise of the information contained within the publication. The State of Queensland expressly excludes legal liability in all jurisdictions concerning the use or reliance of any information contained in this publication. Any direct or consequential loss or damage suffered because of reliance on this information is the user's sole responsibility. Persons using information contained in this publication should conduct their own enquiries and rely on independent professional advice. This exclusion shall extend to all users and related parties who may suffer loss because of the use of information contained in this publication and applies despite any negligence on the part of the State of Queensland.