



New to Export Program

Are you taking advantage of the demand for Queensland products worldwide?

Over the last few years Queensland companies have experienced record-breaking export results, with the value of goods and services exports from the state consistently greater than both New South Wales and Victoria combined.

Taking the first steps to export success can be a complicated process which is why Trade and Investment Queensland (TIQ) has introduced the *New to Export* program.

The program is open to Queensland businesses who haven't previously exported and caters to a vast scope of business sizes, industries, sectors and regions from across the state.

Program overview

Successful applicants receive comprehensive and focused mentoring and training in a program designed to enable your business to scale and deliver commercial export success.

The program is an intensive 12-month initiative which guides you through an informed process of evaluation and designing export strategies, while equipping you with the skills you need for successful export outcomes.

In addition, participating businesses are supported with matched grant funding of up to \$15,000 to get the export ball rolling.

- \$15,000 matched contribution grant for export strategy implementation.
- In-person business mentoring and advisory.
- Export strategy development.
- Ongoing export strategy implementation support.
- 8-week export capacity and capability training.

Eligibility

To be eligible, businesses must:

- be considered 'new to export' – businesses must prove that any export sales made in the past five years were 'one-off' to fulfil an order and not part of an ongoing export plan or sales relationship 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



- produce and export Queensland products and/or services and not act as a consolidator or distributor of Queensland, other domestic or imported products
- be able to provide a matched cash contribution to the project for eligible project costs
- not use Commonwealth, State, or Local government grants towards their matched cash contribution.

Information sessions

- 11:00 am – 12:30 pm
Tuesday 7 March, Sunshine Coast
- 11:00 am – 12:30 pm
Wednesday 8 March, Brisbane
- 11:00 am – 12:30 pm
Thursday 9 March, Townsville
- 11:00 am – 12 pm
Monday 13 March, Online Session

Be quick! Session registrations close 3 March 2023.

 **Register for an information session.**

Application process

- Once you have attended one of the pre-requisite information sessions an application form will be supplied.
- Successful applicants will be required to contribute a nominal fee of \$1,000 towards the program cost.

Key dates

Registration closes for information sessions	6 March
Pre-requisite information sessions	7 – 13 March
Program applications open	20 March
Program applications close	3 April (1:00pm)
Contracts distributed to successful applicants	12 May
New to Export Program start date	15 May

For more information and to register for a workshop, visit the Trade and Investment Queensland website

 tiq.qld.gov.au

