



**GROWING BUSINESS.
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Go Global Export Program

Trade and Investment Queensland (TIQ) have recently released their “Go Global Export Program”. This grant funding program provides Queensland’s export-ready small and medium sized businesses (SME’s) with financial support to enter a new international market.

There are two types of funding available:

1. **Micro** Export Grants up to \$5,000 (excluding GST); and
2. **Macro** Export Grants up to \$25,000 (excluding GST).

Both grants required matched funding contributions of 50% of the eligible project costs.

When are they available from?

Applications will be assessed, and funds distributed in three separate phases/cut off dates;

1. 28 February (Closed)
2. 17 April
3. 29 May

Who can apply?

To apply, you 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 specific project requiring funding to finalise a sale into a new international market that is capable of being completed within 12 months
- be pre-qualified by TIQ as export-ready (do not need to be currently exporting)**
- have the buyer pre-qualified as a buyer via TIQ**
- 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
- not use Commonwealth, State, Territory or local government grants towards their 1:1 matched cash contribution
- not have received a Go Global Export Program grant in the same financial year
- not be receiving any other government funding for the project



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What are the application criteria?

Applications are assessed based on the following:

1. **Organisational Capability** – including your management experience, history with TIQ, project budget details and evidence of the financial viability of your organisation.
2. **Export Readiness** – evidence that you are pre-qualified by TIQ, your export history and/or export plan and documented proof of proposed sales into a new export market including quantity, value and time.
3. **Benefit Potential** – you must demonstrate that the funding will directly result in export income, provide benefits to regional Queensland in terms of jobs and revenue growth and identify any future potential from the initial deal (such as re-order potential).

What project costs are eligible?

- Export business advisory services and tools including registrations
- Costs of product testing and redesign, packaging and labelling
- Support to gain export accreditation and Free Trade Agreement documents
- Cost of a trial export program
- Costs associated with Product approvals, installation, training, operations and maintenance required for a new client/market
- Professional advice (Accounting, financial, legal) on contract negotiation, IP advice and funding to scale up to meet demand

Want to know more?

For further information, please refer to <http://www.tiq.qld.gov.au/connect/current-opportunities/go-global-export-program-2019-20/> or contact Dianne Brown of **SRJ Walker Wayland** on 07 3490 9988.