



Factsheet

Small and Medium Enterprises (SME) Export Hubs

Provides grants through a two stage competitive selection process to support the establishment and/or operation of Small and Medium Enterprises (SME) Export Hubs in the six Growth Centre sectors that will support the development of SMEs through facilitation of export opportunities.

What does it offer?

The grant opportunity will support Small and Medium Enterprises (SME) Export Hubs in the development of local, regional and Indigenous brands through business collaborations in the identified areas of competitive strength. It will provide grants up to 50 per cent of eligible project costs. The minimum grant amount is \$150,000 and the maximum is \$1.5 million.

The objectives of the grant opportunity are to:

- support the establishment and/or operation of SME export hubs in the six Growth Centre sectors:
 - Advanced Manufacturing
 - Cyber Security
 - Food and Agribusiness
 - Medical Technologies and Pharmaceuticals
 - Mining Equipment, Technology and Services
 - Oil, Gas and Energy Resources.
- support SME development through facilitation of export opportunities and working with the Growth Centres.

The grant opportunity complements existing initiatives, such as those delivered through the Australian Export Finance Corporation - [Efic](#), the Australian Trade and Investment Commission - [Austrade](#), the [Entrepreneurs' Programme](#), and the [Industry Growth Centres Initiative](#).

How does it work?

The grant opportunity will be delivered through a two-stage competitive selection process.

Stage 1 - Expression of Interest

You must first submit an expression of interest for an SME Export Hub grant opportunity.

We will seek advice from the relevant Growth Centre/s on the capability, capacity, likelihood of success and alignment of your expression of interest with the objectives and outcomes of this grant opportunity and the strategic priorities of the relevant [Growth Centres](#).

Stage 2 - Grant application

We will invite the most meritorious expressions of interest to submit a grant application. The relevant Growth Centre/s will be able to provide advice as you develop your stage 2 grant application.

Who can apply?

To be eligible you must:

- have an Australian Business Number (ABN)

and be one of the following entities:

- an incorporated not-for-profit organisation such as:
 - an incorporated association
 - a company limited by guarantee
 - a non-distributing co-operative
 - an Indigenous not for profit corporation
 - a not-for-profit incorporated trustee on behalf of a trust
- an Australian local government agency or body
- an Australian state/territory government agency or body
- a Regional Development Australia (RDA) committee.

Joint applications are acceptable, provided you have a lead applicant who is eligible to apply.

What projects and activities are eligible?

To be eligible your project must:

- include eligible activities and eligible expenditure
- have at least \$300,000 in eligible expenditure
- support the establishment and/or operation of a new or existing export hub
- support participating SMEs to improve their capability to increase exports, and create jobs
- develop and implement an export strategy, building on identified SME strengths and innovation potential.

Projects must be completed by 30 June 2022.

Refer to the [grant opportunity guidelines](#) for further information on eligibility requirements.

How will my application be assessed?

We first assess stage one expressions of interest against the eligibility criteria and the stage 1 merit criterion. We provide all eligible applications to the relevant Growth Centres for consideration.

The department considers the advice of the relevant Growth Centres and recommends to the program delegate which expressions of interest should be invited to submit a stage 2 grant application. The program delegate then makes a decision. If your expression of interest is successful, we will invite you to submit a stage 2 grant application.

An advisory committee will assess your stage 2 grant application against the stage 2 merit criteria and compare it to other invited stage 2 applications. To be competitive, you will need to address all merit criteria in your stage 2 grant application. We will assess your application against each merit criterion using the weighting indicated.

The committee will make recommendations to the Minister about which applications should be approved for funding. To recommend an application for funding, it must score highly against each merit criterion.

The Minister will make the final decision.

What will I need to do if successful?

You must enter into a grant agreement with the Commonwealth. A sample [grant agreement](#) is available on [business.gov.au](#) and [GrantConnect](#)¹.

You must submit reports in line with your grant agreement. We will make payments according to an agreed schedule set out in the grant agreement. Payments are subject to satisfactory progress on the project.

How do I apply?

You should read the [grant opportunity guidelines](#) before you apply.

To apply, you must complete and submit your expression of interest through the online portal. If your expression of interest is successful, we will invite you to submit a grant application.

Where can I find more information?

Visit [business.gov.au](#) or call 13 28 46.

¹ <https://www.grants.gov.au/>