



### Case Study: Air Tip

Alice Springs-based Air Tip has developed an innovative air powered side-tipper trailer (pictured). This will increase payload capacity, improve operation and commercial efficiencies, reduce environmental footprint and enhance employee safety. **Accelerating Commercialisation** support will be used to help Air Tip commercialise this product both domestically and globally. The R&D Tax Incentive has also helped Air Tip's founder and chief inventor Clarke Petrick to develop his invention prior to commercialisation.



### Are you commercialising a new product or service?

**Accelerating Commercialisation** (part of the Entrepreneurs' Programme) is a competitive grants program that provides to successful businesses (or individuals prepared to begin a business) commercialisation advice, expert connections and up to \$1 million in matched funding. To be successful the business needs to at least:

- have a product that is ready to sell
- have a market that is clearly identified and ready to receive that product
- demonstrate management experience within the business
- have a need for funding
- demonstrate ability to match funding.

[www.business.gov.au/ac](http://www.business.gov.au/ac)

**Venture Capital Limited Partnerships** provides tax concessions for investors in venture capital funds. New funds of at least \$10m can register for investing in Australian businesses with assets of up to \$250m. There are 58 registered VCLPs with capital of \$5.4 billion. **Early Stage Venture Capital Limited Partnerships** provides tax concessions for investors in venture capital funds. New funds of \$10m-\$200m can register a fund as an ESVCPLP to invest in Australian businesses.



### Case study – Coffee Roasters Australia

Coffee Roasters Australia on the Gold Coast has used programs to help it grow from a small-sized coffee roasting equipment specialist into a diversified global player. The R&D Tax Incentive helped it develop and commercialise new products such as innovative coffee roasting control systems and café equipment. Under **Business Management** Coffee Roasters Australia received a 2014 Business Evaluation and a 2015 Business Growth Grant to enhance performance and growth. The company's revenue rose 43 per cent from 2012 to 2014.



### Are you looking to partner or trade internationally?

**Free Trade Agreements** have now opened the way for Australian business to grow their international operations. Furthermore five Landing Pads in Tel Aviv, San Francisco, Shanghai, Singapore and Berlin will provide a physical location where Australians can bring their business, their ideas and their research in order to explore the market.

[www.business.gov.au/ftas](http://www.business.gov.au/ftas)

**Export Market Development Grants** reimburse businesses where they have spent over \$15,000 to develop export markets. They can claim up to 50% of eligible export promotion expenses up to a maximum of \$150 000.

[www.business.gov.au/emdg](http://www.business.gov.au/emdg)

**Tradex** provides a cash-flow advantage through up-front customs duty and GST exemptions for eligible imported goods that will be then exported or incorporated into other goods to be exported within 12 months or an approved period of time.

The **TradeStart network** assists small and medium sized exporters with local face-face assistance and a direct link to Austrade's services and overseas network.

For more information visit [business.gov.au](http://business.gov.au) or call us on **13 28 46**



[business.gov.au](http://business.gov.au)  
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Australian Government  
Department of Industry,  
Innovation and Science

**Business**




## Australian Government Services



The Australian Government, through the Department of Industry, Innovation and Science and its service delivery arm AusIndustry provides a range of services and advice to help businesses start, run and grow. These services support businesses of all sizes and sectors of the economy.

## Do you want online resources that support the lifecycle of your business?

**business.gov.au** is an online digital resource for the Australian business community offering simple and convenient access to government information, forms and services. Find essential information on:

-  Starting a business – registration, licensing information, business and marketing plan templates all to help you kick things off.
-  Running a business – looking after your finances, employing and training workers, advertising, social media and conducting research.
-  Exiting a business – when to sell, how to close, what your business is worth and information on next steps.

 Businesses using **business.gov.au** saved a total of **\$187 million** per year in time spent dealing with Government

## Do you want a face-to-face conversation about what programs would suit your business?

The AusIndustry **National Outreach Network** provides a professional and trusted face-to-face service to business through a broad range of experienced Business Advisers and Facilitators, Regional Managers and Customer Service Managers in over 20 locations across the country. You can reach us through 13 28 46 or search for your local regional manager on business.gov.au.

[www.business.gov.au/advisory-services](http://www.business.gov.au/advisory-services)

## Are you looking to grow your business?

**Business Management** (part of the Entrepreneurs' Programme) provides a comprehensive business evaluation with practical and clear advice for future growth from an experienced adviser. A **Growth Grant** of up to \$20,000 in matched funding is available to implement recommendations from the business evaluation. A **Supply Chain** adviser is also available to help evaluate a business' supply chain, look for efficiencies and support future growth opportunities.

[www.business.gov.au/bm](http://www.business.gov.au/bm)



More than **19,600** participants in **R&D TAX INCENTIVE** and **ENTREPRENEURS' PROGRAMME** in **2015-16**

**Australian Small Business Advisory Services** provides on the ground support in the form of a small business adviser and low cost support services to small business. Small businesses are able to access a range of advisory services, across five business solutions streams: funding avenues and financial analysis; building your business; making the most of your talent and team; management capabilities; and digital engagement implementation.

[www.business.gov.au/asbas](http://www.business.gov.au/asbas)

**Industry Skills Fund** helps a business achieve a growth opportunity in a situation where a skills gap is holding them back, through:

- Skills advice from an experienced adviser who will identify the skills needed to achieve growth and identify available training opportunities.
- A co-contribution grant to help businesses with the cost of training.

[www.business.gov.au/isf](http://www.business.gov.au/isf)

## Are you researching or developing new products and services?

**R&D Tax Incentive** provides up to 43.5 cents in the dollar for eligible research conducted by proprietary limited companies. Offers tax offsets for up to \$100m of eligible R&D expenditure each financial year.

[www.business.gov.au/rdti](http://www.business.gov.au/rdti)

**Innovation Connections** (part of the Entrepreneurs' Programme) provides an expert Innovation Facilitator to work with a business free of charge to identify knowledge gaps that are preventing business growth. The outcome is a report that identifies growth opportunities. The program then provides up to \$50,000 in matched funding to support the business to collaborate with the research sector to gain the expertise required for this growth opportunity. This can involve:

- A partnership with a research organisation to work on your project
- An opportunity for someone from your business to be placed into a research organisation to work on a project
- A researcher being placed in your business to work on a project

[www.business.gov.au/ic](http://www.business.gov.au/ic)

**Certain Inputs to Manufacture** waives the duty on certain imported goods such as chemicals, plastics, paper and some metals where the material is essential for the manufactured product and is not reasonably available in Australia.



### Case study – UrbanVirons

Adelaide-based UrbanVirons has been a horticultural services provider for 40 years, mostly working with local and state government bodies to manage green spaces. Director Leon Whitehead (pictured) and his team are working on a new eco-friendly way to kill weeds that doesn't involve poisonous chemicals.

Using **Innovation Connections** Leon has formed a connection with a researcher at Melbourne University and received a grant that allows him to work with the researcher for a year to develop a prototype. Leon doesn't want to give his secret idea away but promises that it should be a game changer that will provide a safe, low-cost and clean and green way to control urban weeds.

## Are you trying to solve a major Industry problem?

The **Industry Growth Centres** focus on key issues such as regulation reform, skills, collaboration and commercialisation. Industry Growth Sectors are in six industry sectors of competitive strength and strategic priority:

- Advanced Manufacturing
- Cyber Security
- Food and Agribusiness
- Medical Technologies and Pharmaceuticals
- Mining Equipment, Technology and Services
- Oil, Gas and Energy Resources.

**Cooperative Research Centres** support business-led research partnerships that address an industry identified problem. These can be large scale long term projects of up to ten years where there is at least one Australian Industry and Research organisation involved, or shorter projects that must include at least one Australian SME and will be a maximum of three years.

[www.business.gov.au/crc](http://www.business.gov.au/crc)



**ENTREPRENEURS' PROGRAMME** delivered more than **5,150** services in **2015-16**