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**Sent:** Fri, 17 Aug 2018 14:25:09  
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**Subject:** Monthly Email - 17 August 2018  
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Australian Government  
Department of Industry,  
Innovation and Science

**Business**

## Entrepreneurs' Programme

### Monthly Email - 17 August 2018

#### Programme Management Update

Well we have had a very busy few weeks, but it has been very productive. It was great spending some quality time with you all at our first RIF six monthly meeting which was held on 27 July, and I'm sure you appreciated meeting our new General Manager and Head of Division, Steve Stirling and Teena Blewitt on the day.

Last week we had the August EPC meeting in Brisbane with seven New and Existing ISI applications considered by the Committee. As you know, three of these were recommended for support and these are continuing to go through the decision process with the Minister. Whilst we go through this process, I will ask that you not discuss the EPC meeting or disclose any discussions that happened with any applicants. The final decision is the Minister's and he can decide not to approve applications that have been recommended for funding by the Committee and vice versa. The Minister's decision is still not expected to be received for at least another two weeks. Relevant RIFs may be

asked to assist with advising applicants of the outcomes and continuing to work with those that were not funded, if required. Thank you to <sup>s 47F</sup> for attending on the day – I know the Committee found your input of great assistance, and my team certainly did too.

We will have our next monthly RIF teleconference on 5<sup>th</sup> of September and I look forward to talking to you all about what you're up to in the regions and what you have in the pipeline. In the meantime, keep on keeping on!!

Have a great weekend all.

s 22

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## **\itap5\cbpat3\foForthcoming EPC Meetings**

\itap5\cbpat3\q|The next EPC meeting is scheduled for 20 September and will be held in Canberra. The internal cut-off was 13 August and it looks like we will have four going to the meeting. These applications are from: <sup>s 47G</sup> ; The Energy Laboratory – NSW and <sup>s 47G</sup> <sup>s 47F</sup> and <sup>s 47F</sup> will likely be asked to attend the meeting to answer any questions the Committee might have.

\itap5\cbpat3\q|

\itap5\cbpat3\q|The following EPC meeting is scheduled for 1 November and will also be held in Canberra. Final applications must be submitted by 24 September in order for internal processes to be completed in time for the meeting. Please ensure when you are talking to applicants about timeframes that you inform them that even if they submit 'in time', it is never a guarantee that their application will go to the next scheduled meeting as it depends on whether the department has determined it is a fully complete and eligible application. The department may go back to the applicant to ask for further clarification on various matters, and this could delay the application being considered until later meetings.

\itap5\cbpat3\q|

\itap5\cbpat3\q|On another operational note, we discussed at the six monthly RIF meeting the possibility of developing a RIF Executive

Summary one-pager to accompany the CSMs assessments for applications that are to be considered by the EPC. The team is currently working on a template and this will be circulated to you, with further instructions, in coming weeks.

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## **ISI Case Studies**

Over the next few months we will be focussing on building up our Case Study library of incubators that have been awarded funding under the IS initiative. We have two that have been produced so far, but we want to expand the number of written Case Studies, so if you have any grantees you think we should consider, please let us know. The two we have produced to date (Paspalis – N&E and The University of New England – EIR) will be available on the BGA website in due course, but we can email these to you if you're interested.

We have also almost finalised our first filmed Case Study/Customer Story which features our New and Existing grantee Slingshot Accelerator Pty Ltd. Slingshot was awarded \$474,535 in May 2017 to run its I2N Regional Accelerator project, which is based in Newcastle. <sup>s 47F</sup> was kind enough to visit us in Canberra to participate in filming for the case study and featuring as the local Regional Incubator Facilitator. We will share the video with you once it has been finalised by the department, but in the meantime, here is a nice pic of <sup>s 47F</sup> doing his thing...

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## Travel Quote Calculator

We have recently updated the travel quote calculator and it can be found on the EPPP, [here](#).

Also, please remember to copy the table into the body of your email, not attach it.

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## Latest Grant Recipients

### **New & Existing: YBF Pty Ltd**

Awarded: \$500,000

Project Title: YBF Mesh Building and Growing The World's First Dedicated Web 3.0 Hub

Minister's Media Release:

<https://www.minister.industry.gov.au/ministers/cash-laundy/media-releases/reaping-benefits-new-internet>

### **Expert-in-Residence: ACH Australia Pty Ltd**

ACH was awarded a \$22,267 Incubator Support grant on 3 August 2018 for its '*Mentoring and Workshops for Startupbootcamp startups by Growth Hacker*' project. The project, which will be based in

Project Summary: Startupbootcamp prepares start-ups for business success via programs, intensive mentoring and advice. Growth Hacking is a modern marketing technique that allows for digital marketing, customer acquisition and testing using resources and tools of the internet age. It's a vital skill that all start-ups must have. The Growth Hacker expert will up-skill Startupbootcamp staff and our start-up cohort from early 2018 in the latest global best practice Growth Hacker techniques to enable our staff to deliver higher quality growth hacking training and mentorship to start-ups and young digital marketers, as well as up-skill start-ups.

Expert-in-Residence: <sup>s 47F</sup>

**Expert-in-Residence: CBR Innovation Network Limited**

CBR Innovation Network Limited was awarded a \$50,000 Incubator Support grant on 3 August 2018 for its '*Connecting the Canberra Region to Innovation Capabilities (Phase 2)*' project. The project, which will be based in Canberra, ACT, will run from 10 August 2018 to 9 January 2019.

Project Description: To support international competitiveness of business in this region our EIR pulls together existing & potential businesses into a suite of programmed events where businesses access opportunities to collaborate, to pitch new ideas, look for investment to grow their markets & work with regional stakeholders to become more innovative. The EIR supports 3-5 of these events per month across the region. As well as these monthly events the EIR engages one-to-one with new start-ups & entrepreneurs who demonstrate the ability to scale & grow into internationally competitive businesses. In this engagement the EIR also draws in mentors (to assist the start-ups) & works to grow the suite of available programs by transferring expertise to locals.

Experts-in-Residence: <sup>s 47F</sup>

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## **\itap5\cbpat3\foCRM Training**

CRM training is no longer being offered as a live session. The CRM

rather than being offered as a live session. The CRM team has developed two elearning courses which you can access at the following links should you require a refresher:

[Stage 1 Powerpoint eLearning course](#)

[Stage2 eLearning course](#)

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## ICT Help Desk

If you experience any issues with your departmental IT services, including CRM, please call <sup>s 47E(d)</sup> or <sup>s 47E(d)</sup>.

If you have issues with CRM please contact <sup>s 22</sup> from the CRM Support team at <sup>s 22</sup> or on <sup>s 22</sup>

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Australian Government  
Department of Industry,  
Innovation and Science

# Business

## Entrepreneurs' Programme

### \itap5\cbpat3\f0Fortnightly Email - 6 July 2018

#### \itap5\cbpat3\f0Programme Management Update

It was great to catch up with you all this week on the RIF teleconference. It is always really useful to hear where you are all up to around the regions. As you know, we will be holding our first RIF 6-monthly meeting on 27th July and it has been great to get your feedback as to what we should add to the Agenda.

The team is busily working away on processing your monthly reports and hopes to have these sent off to Finance for their processing early next week. When entering data into CRM can you please make sure that you use the CRM reporting tags in the subject. Without these tags the team is unable to classify your activities and this will impact on your performance reviews.

At the 28 June EPC we had one application supported (York Butter Factory) and two not supported. We will now await the Minister's decision and then go out to the applicants to advise of the outcomes.

Thanks to [redacted] and [redacted] for making yourselves available on the day. It looks like we may have up to seven New and Existing Incubator applications being considered at the August meeting, which is to be held in Brisbane – we will keep you informed on final numbers. RIFs who have applications being considered at the meeting should attend to answer any questions the Committee might have.

The next EPC meeting after that is scheduled for 20 September and will be held in Canberra. Final applications must be submitted by 13 August in order for internal processes to be completed in time for the meeting. Please ensure when you are talking to applicants about timeframes that you inform them that even if they submit 'in time', it is never a guarantee that their application will go to the next scheduled meeting as it depends on whether the department has determined it is a fully complete and eligible application. The department may go back to the applicant to ask for further clarification on various matters, and this could delay the application being considered until later meetings.

As you know, the EP Annual Forum will be held in Canberra on 25 and 26 July 2018. The EP Annual Forum is an opportunity for all areas of EP to get together to discuss the programme and network. The Commercialisation Advisers, Sector Directors, Business Advisers and Innovation Facilitators will all be attending and it will be a good opportunity for you to meet and network with the broader EP delivery cohort. Please make sure that when you request your travel you include the extra day on 27 July for the RIF Six Monthly Meeting.

There is also some leave and travel amongst the team coming up as follows:

- s 22 [redacted] is on leave from 16 to 20 July.
- s 22 [redacted] is on leave on 27 July.

Have a great weekend all.

s 22



As you are aware the new structures for the AusIndustry Divisions came into effect on Monday 2 July. Key changes to note:

- Steve Stirling is our General Manager and Programme Delegate.
- The Delivery teams for Incubator Support will fall under the same branch as us and will be headed up by [redacted] from Melbourne. [redacted] is currently on leave and [redacted] will be acting till mid-August.

In other staffing news [redacted] finished up with us and went to his next graduate rotation in the Evaluation area of the Department on Monday. I know the team will sorely miss [redacted] and we wish him well in his new roles.

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## Global Talent Scheme

Last week, [Ministers Cash and Tudge co-announced](#) the launch of the Global Talent Scheme from 1 July 2018. The Australian Financial Review also published an article on this (available on the EP Partner Portal at this [link](#)).

Complementing existing Temporary Skill Shortage visa arrangements, the Global Talent Scheme allows businesses and startups to sponsor overseas workers to fill highly skilled positions that cannot be filled by Australian workers. Instead of migrants being screened based on ANZSCO occupations, salary thresholds and expert endorsement will be the primary proxy to identify in-demand skills. The pilot will be reviewed throughout the 12-month period, with eligibility criteria for startups likely to evolve.

Q&A talking points from Home Affairs which may be useful in your interactions with stakeholders are on the EP Partner Portal at this [link](#). Please note further information on the scheme on the [Home Affairs website](#), including [eligibility criteria](#) for employers and migrants.

In related skilled migration news, the Department of Jobs and Small Business recently closed its [consultation period](#) on the proposed changes to skilled migration occupation lists. We expect the lists to be

If you would like further information on these or other migration-related matters please let us know via the ISIPM inbox and we will put you in contact with the Cross Government Policy team.

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## Latest Grant Recipients

### **Expert-in-Residence: The University of New England**

The University of New England was awarded a \$50,000 Incubator Support grant on 15 June 2018 for its ***'Mentoring and workshops for global AgTech start-ups by start-up experts'*** project. The project, which will be based in Armidale, NSW, will run from 2 July 2018 to 28 June 2019.

#### *Project description:*

The UNE SMART Region Incubator (SRI) is developing a strong International capability and focus of its 2018-19 Expert in Residence program and offerings. The SRI will continue to leverage its presence and Expert in Residence start-up program offerings to its Founders, to support AgTech and agribusiness start-ups scaling up to address international markets. The SRI will add new Expert in Residence capacity to also support its cohort of over 20 Female Founders. Founders selected into the International support program will be expected to commit to participating in the SRI International program during 2018-19 with the result being that the Founders will have a clearly defined international pathway.

### **Expert-in-Residence:** <sup>s 47F</sup>

### **Expert-in-Residence: La Trobe University**

La Trobe University was awarded a \$26,333 Incubator Support grant on 27 June 2018 for its ***'Getting global our regional entrepreneurship'*** project. The project, which will be based in Mildura, VIC, will run from 1 August 2018 to 14 December 2018.

#### *Project description:*

The La Trobe Accelerator Program (LTAP) is a new initiative of La Trobe University, that promotes innovation and supports the development of start-up businesses. LTAP is distinguished from other

**Experts-in-Residence:** <sup>s 47F</sup>

**New & Existing Incubator: University of Wollongong – Bega Campus**

The University of Wollongong – Bega Campus was awarded a \$382,000 Incubator Support grant in June 2018 for its ‘ **Bega Valley Innovation Hub - Fostering Regional Entrepreneurship**’ project. The project, which will be based in Bega, NSW, will run from 6 July 2018 to 29 August 2020.

*Project description:*

iAccelerate is Australia’s most active start-up accelerator and incubator with a focus on developing regional entrepreneurial capabilities to stimulate new economic and job opportunities. iAccelerate is developing a Regional Entrepreneurial Ecosystem to provide access to iAccelerate’s specialised programming and substantial growing support network across the region, Australia and internationally. Qualifying iAccelerate startups have access to the \$10M iAccelerate Seed Fund that provides critical financial support that can be leveraged for further investment. In order to facilitate reaching entrepreneurs working across the region iAccelerate will support startup hubs in regional communities, the first of which will be the Bega Valley.

**Minister’s Media Release :**

<http://minister.industry.gov.au/ministers/cash-laundy/media-releases/bega-valley-benefit-innovation-hub>

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**\itap5\cbpat3\f0Q&A**

**Q: Can funds from a foreign government count towards the 10% ‘Other government source’?**

A: No a foreign government contribution is not included in the 10% other government source funding. The 10% restriction applies to domestic local, federal or state governments. Foreign government

of state governments. Foreign government funding cannot be included in the 'Other Government source' contribution to a project. The 10% capped allowance is restricted to domestic local, state or federal governments only.

Foreign government funds, however, can be included in the minimum 30% cash contribution from the applicant, but this will depend on what activities the cash contribution is earmarked for as part of an Incubator Support initiative application, and each application will be looked at and considered on a case by case basis. In-kind contributions from foreign governments can also be included under the 10% 'In-kind' allowance.

Funding from foreign sources including from foreign governments is likely to bring with it new capability and support the ability of Australian businesses to access international markets. The benefits of international linkages and potential inroads into markets could also help to facilitate the program's international objectives.

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## \itap5\cbpat3\foEPC Meeting Dates

**Thursday 9 August**

Brisbane

**Thursday 1 November**

Canberra

**Thursday 20 September**

Canberra

**Wednesday 12 December**

Sydney

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## \itap5\cbpat3\foGovTEAM

A while ago we advised that we are unable to use Slack in the department and that there was an opportunity to trial an upcoming Department of Finance collaboration tool. <sup>s 22</sup> and <sup>s 22</sup> have been working with <sup>s 22</sup> from the IT team to get on a trial for the new government programme GovTEAM and had a meeting this week to start setup. GovTEAM has many features that will be beneficial to our team for example live chat and live document editing. <sup>s 22</sup> is working on creating our RIF community, adding any documents that will be useful for our team. <sup>s 22</sup> will do a demonstration at RIF meeting 27 July. We will register you all ASAP

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## \itap5\cbpat3\f0CRM Training

CRM training is no longer being offered as a live session. The CRM team has developed two elearning courses which you can access at the following links should you require a refresher:

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[Stage2 eLearning course](#)

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If you have issues with CRM please contact <sup>s 22</sup> from the CRM Support team at <sup>s 22</sup> or on <sup>s 22</sup>.

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## \itap5\cbpat3\f0 Good News Stories

**Sustainable Valley** (<sup>s 47F</sup>)  
EIR Application approved.

**UNE** (<sup>s 47F</sup>)  
EIR Application approved.

**Complete Business Systems** (<sup>s 47F</sup>)  
Petina Tieman from Complete Business Systems won Indigenous Business Woman of the Year at Supply Nation.  
[http://supplynationconnect.com.au/2018\\_supplier\\_diversity\\_awards/](http://supplynationconnect.com.au/2018_supplier_diversity_awards/)

\cbpat2\f0

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Australian Government  
Department of Industry,  
Innovation and Science

**Business**

## Entrepreneurs' Programme

**\itap5\cbpat3\f0Fortnightly Email - 22  
June 2018**

**\itap5\cbpat3\f0Programme Management Update**

s 47F

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The next EPC meeting is on 28 June and we have three applications to be considered by the Committee. They are:

- CyRise;
- Central Highlands Development Corp; and
- York Butter Factory.

The final Decks (CSM assessment & application) have been emailed to you all for your reference.

Just a reminder that the next EPC meeting is scheduled for 9 August and will be held in Brisbane. Final application forms must be submitted online by 2 July in order for internal processes to be completed in time for the meeting.

Please ensure when you are talking to applicants about timeframes that you inform them that even if they submit 'in time', it is never a guarantee that their application will go to the next scheduled meeting as it depends on whether the department has determined it is a fully complete and eligible application. The department may go back to the applicant to ask for further clarification on various matters, and this could delay the application being considered until later meetings.

We'd be really grateful if you could ensure that the final collated feedback you are responsible for on each draft N&E application is set out in a format that can (if required) be emailed directly to the potential applicant **without further editing**. The RIF Feedback template is



Thanks again for all your great work preparing feedback so far!

s 22 returns from leave next Monday 25 June and s 47F on the 27th.  
s 22 returns 15 July.

The RIF teleconference chat is next scheduled for 4 July – if you have anything you want to discuss let us know.

Finally, when completing your monthly reports the team would appreciate if you could put your receipts in date order, highlight the dollar amount, pop on the top what trip it relates to and if it is accommodation, lunch, dinner etc. Where you are claiming part of a receipt please make sure you identify this. If you happen to be travelling with each other it is fine for one of you to pay for the whole meal and then claim the other RIF's allowance with your reimbursement. Please make sure that you note which RIF it was that you also paid for. These little things will make it easier for the team when processing your monthly reports and speed up the process of getting you paid.

We hope you all have a great weekend! For those of us in the Southern states hopefully it isn't too cold!

The ISI Programme Management team

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## **RIF Chat - NSW and Southern Queensland**

What a start it has been. Exciting, fun and it is fantastic to know that we are making a difference. I want to share with you all the approach I have taken so far in developing the region and some of the challenges that are present in my patch and how I plan to overcome them. I chunked my region into 7 distinct regions:

1. Southern Queensland which includes Western Downs, Scenic Rim and Southern Downs Regions.
2. Northern Rivers which stretches from Byron Bay down to Grafton and inland to the Great Dividing Range.

3. Mid North Coast which extends from Coffs Harbour to Port Stephens West to the Great Dividing Range.
4. Hunter New England which stretches from the NSW QLD Border to the far Western NSW Border down to an imaginary line through Cessnock East and West. This Regions also includes Western Queensland Border Towns such as Goondiwindi.
5. Central West which includes everything South of the Hunter New England line mentioned previously to the far Western NSW Border and South to an Imaginary line through the NSW Southern Highlands East and West.
6. South Western NSW which is everything West of the Hume Highway down to the Victorian Border.
7. The Greater Canberra Region which is the five Councils that form the Regions directly around Canberra.

My initial approach has been to ensure there is at least one incubator discussion being developed in each region which could effectively become the Hub for each of those regions to be developed. I have put my focus into those projects and developing my strategy around building out a hub and spoke model for those areas. Some of those areas where by natural selection others required more qualification and assessment. The incubators I am initially focussing on include:

<sup>s 47G</sup> \_\_\_\_\_, University of New England, <sup>s 47G</sup> \_\_\_\_\_ in Bathurst, Bridgehub in Wagga Wagga, <sup>s 47G</sup> \_\_\_\_\_ in the Canberra Region.

There are other incubators in those regions and my strategy is to ensure they are connecting with the already established incubators and that we start to build a regional network of focussed verticals. For example UNE has a well established Agtech Hub so I am connecting them with every incubator in the region that wants to focus on Agtech. I am also ensuring that every incubator has at least one connection with a well established metro incubator and I am encouraging them to develop partnership agreements for the purposes of building capacity, sharing resources and joint sponsoring opportunities.

My biggest success so far has been connecting <sup>s 47G</sup> \_\_\_\_\_ in Bathurst with the <sup>s 47G</sup> \_\_\_\_\_ and they are now developing an MOU to further the relationship between their two incubators.

The regions with the biggest challenges so far are the Greater Canberra Region and the Mid North Coast. The reason I see for this is that they are largely being driven by Local Councils who are focussed on Regional Development and SME Development rather than International StartUps. I will keep developing those regions but I am keeping them warm at the moment until I get the other regions established.

The success of this approach is starting to appear. I have three applications I have been shaping with Bridgehub, <sup>s 47G</sup> which are aiming to be put forward at the August EPC. After two rounds of informal feedback these applications are now starting to take really nice shape and there are some really interesting projects emerging. Two of them are starting as Pilot Initiatives because they need to prove demand and shape their international connections a little more before they scale out one of them already had a clear pipeline of demand and really strong international connections. If we are successful in getting all three of them across the line in August then we are in really good shape in NSW and Sthn Qld. More to come as the strategy progresses.

What I have learnt so far is this: 1) By chunking the region into something that made sense from a Hub and Spoke Perspective it made it much easier to focus strategy 2) Establishing a beach head in each of those regions is the imperative in establishing in a first 100 day plan 3) Assisting the Incubator Applicants to develop Metro, Regional and International Connections and Strategies is where they require most shaping and assistance.

s 47F

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## **\\itap5\cbpat3\0Datastart Program**

The objective of the New and Existing Incubators component is to:

- help develop new incubators in regional areas and/or sectors with high potential for success in international trade
- boost the effectiveness of high performing incubators, including

funding support to expand their services and/or develop the

innovation ecosystem

- **encourage incubators to work with more data-driven start-ups that use public data as part of their business.**

Government agencies collect significant amounts of data in the course of their activities. This data can be used and reused by government, business and the community to drive economic and social outcomes.

Where there are incubators that are working with start-ups that could benefit from accessing government public data, please ensure you point them to the DataStart program Fact Sheet on the BGA Website and the data.gov.au website for their information. You can find the Fact Sheet listed under 'key docs' of the Incubator Support New & Existing Incubator funding component page [here](#).

Under Merit Criterion 2 of the Incubator Support initiative application process, applicants may choose to identify how they will develop and collaborate with start-ups that use open government data ('public data') as part of their business. This document provides guidance to incubators about how to best support start-ups to access and leverage open government data.

Note that we will be tracking the number of incubators that support their start-ups accessing data through this resource as part of their ISI project.

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## Latest Grant Recipients

### Expert-in-Residence: Sustainable Valley Pty Ltd

Sustainable Valley Pty Ltd was awarded a \$50,000 Incubator Support grant on 4 June 2018 for its **'Mentoring and workshop for innovative start-ups'** project. The project, which will be based in Byron Bay, NSW, will run from 31 May 2018 to 14 December 2018.

#### Project description:

To coordinate the design and development a suite of tools and methods to generate ideas, test, invest and implement and grow the

benefits of start-ups and develop their innovations. Sustainable Valley

will aim to meet needs across a diverse range of sectors and stages of ventures. To develop learnings in socially innovative and creative business models to encourage economic development, provide public education and awareness of Social Enterprise as an economic development pathway in the NSW Northern Rivers. To the best of our understanding these types of incubators are successful overseas and in other areas of Australia, however, these do not currently exist in this region.

Expert-in-Residence: <sup>s 47F</sup>

### **Expert-in-Residence: Paspalis Enterprises Pty Ltd**

Paspalis Enterprises Pty Ltd was awarded a \$100,000 Incubator Support grant on 13 June 2018 for its ***'Events, mentoring and workshops provided by 3 experts in residence'*** project. The project, which will be based in Darwin, NT, will run from 1 July 2018 to 30 June 2019.

#### *Project description:*

The Darwin Innovation Hub (DIH) will boost its Innovation Incubator Program by engaging three EiRs on a 12 month project. The EiR Project will include events, workshops and mentoring at DIH and Charles Darwin University (CDU).

Experts-in-Residence: <sup>s 47F</sup>

### **Expert-in-Residence: The University of New England**

The University of New England was awarded a \$50,000 Incubator Support grant in May 2018 for its ***'Mentoring and workshops for global AgTech startups by startup experts'*** project. The project, which will be based in Armidale, NSW, will run from 2 July 2018 to 28 June 2019.

#### *Project description:*

The UNE SMART Region Incubator (SRI) is developing a strong International capability and focus of its 2018-19 Expert in Residence program and offerings. The SRI will continue to leverage its presence and Expert in Residence startup program offerings to its Founders, to support AgTech and agribusiness startups scaling up to address

and other business startups scaling up to address international markets. The SRI will add new Expert in Residence capacity to also support its cohort of over 20 Female Founders. Founders selected into the International support program will be expected to commit to participating in the SRI International program during 2018-19 with the result being that the Founders will have a clearly defined international pathway.

Experts-in-Residence: <sup>s 47F</sup>

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## **\itap5\cbpat3\foEPC Meeting Dates**

**Thursday 28 June**  
Canberra

**Thursday 1 November**  
Canberra

**Thursday 9 August**  
Brisbane

**Wednesday 12 December**  
Sydney

**Thursday 20 September**  
Canberra

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## **\itap5\cbpat3\foCRM Training**

CRM training is no longer being offered as a live session. The CRM team has developed two elearning courses which you can access at the following links should you require a refresher:

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**Sensitivity:** Normal



Australian Government  
Department of Industry,  
Innovation and Science

# Business

## Entrepreneurs' Programme

### Fortnightly Email - 8 June 2018

#### Programme Management Update

It was great to catch up with you all this week on the RIF teleconference. There seems to be a lot happening out in your regions, keep up the good work and remember to keep us informed of the number of applications you expect to be coming through to the August meeting. From our discussions, it looks like we may be expecting up to nine applications at this stage.

The team is busily working away on processing your monthly reports and hopes to have these sent off to Finance for their processing early next week.

There is also some leave and travel amongst the team coming up as follows:

- Monday is a public holiday for the Programme Management team so any queries will be responded to on Tuesday.



- Is on leave today, and then from 14-22 June. will be acting in absence next week.
- s 22 is on leave from 8 June to 15 July overseas in the US on a study tour. We are all very jealous here in Programme Management.

You will have all been sent a save the date for the EP Annual Forum in Canberra on 25 and 26 July 2018. The EP Annual Forum is an opportunity for all areas of EP to get together to discuss the programme and network. The Commercialisation Advisers, Sector Directors, Business Advisers and Innovation Facilitators will all be attending and it will be a good opportunity for you to meet and network with the broader EP delivery cohort. Please make sure that when you request your travel you include the extra day on 27 July for the RIF Six Monthly Meeting.

Hope you all have a lovely weekend and for those of you having a long weekend enjoy the extra day!

Programme Management team

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## **RIF Forum**

The RIF forum held on 27 th July is fast approaching. If there is anything you would like to discuss please let us know and we can add it to the agenda.

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## **The Department's beta website is now live**

This change means the Entrepreneur's Programme and ISI is now much more visible and easy to find (total of 3 clicks to the EP page). The website changes are focused on creating a user experience which is much more easy to navigate and clearly shows what the Department has to offer to the public, government and research.

The beta website will run side-by-side with the current website, giving the team time to add more content and test the website further before replacing the current website with the new one. Content on the beta website is still being updated. If you can't find what you are looking for, please go to [industry.gov.au](http://industry.gov.au).

You are encouraged to provide anonymous feedback via the banner at the top and bottom of the website to help inform future iterations and changes.

When the beta website is finished, it will become the main website and the 'old' industry.gov.au will be archived.

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## Q&A

**Q: How do we know if an applicant should apply as a 'new' incubator or an 'existing' incubator?**

A: An applicant who has previously delivered incubator activities to start-ups, using the same organisation ABN, should be applying as an 'Existing' incubator. This includes if they have run a pilot program.

The main difference between applying as a new or existing incubator is relevant to eligible expenditure. New incubators can apply for marketing, communications, promotional costs and website design as eligible expenses as these activities are essential to setting up their business. New incubators will also have to demonstrate their 'track record' through the skills and experience of their key personnel, as opposed to their track record of the incubator.

**Q: Can overseas entities apply for incubator support grants?**

A: An overseas incubator can apply under the Incubator Support initiative as long as it has a current ABN number, is an eligible entity and will be delivering incubator services to Australian start-ups.

## Latest Grant Recipients

### New & Existing: The Actuator

The Actuator Operations Pty Ltd was awarded a \$500,000 Incubator Support grant in March 2018 for its **'Scaling MedTech's Got Talent Regionally, Nationally & Globally'** project. The project, which will be based in Melbourne, VIC, will run from 7 May 2018 to 20 December 2019.

MedTech's Got Talent is Australia's premier and longest running MedTech entrepreneurship challenge and early-stage MedTech startup accelerator/catalyst. The program has rapidly built a thriving national MedTech community, galvanising an ecosystem that has otherwise remained fragmented, and bringing recognition to Australia's long-hidden strengths in medical technology innovation, commercialisation and advanced manufacturing. Now in its fourth year, MedTech's Got Talent is going regional, national and global. MTGT's goal is to help and inspire early-stage MedTech entrepreneurs and innovators, providing skills, opportunities and connections that translate into jobs, products, market success, exports and global healthcare impact.

### Expert-in-Residence: The Moonshine Lab Pty Ltd

The Moonshine Lab Pty Ltd was awarded a \$50,000 Incubator Support grant in May 2018 for its **'Mentoring and workshop for innovative start-ups'** project. The project, which will be based in Adelaide, SA, will run from 8 June 2018 to 14 November 2018.

North American Internet entrepreneur Craig Swann will assist in the assessment and selection of potential candidates for the Moonshine's next incubation cohort over a 6 month period and provide customised commercialization, product development and customer acquisition advice through hands-on mentoring. In addition he will lead event direction of a 2-day start-up and technology conference to be held in SA including creative direction, strategic partnering and programming to catalyze the local start-up/investment community to extend and enhance local opportunities.

**Wednesday 16 May**  
Canberra

**Thursday 20 September**  
Canberra

**Thursday 28 June**  
Canberra

**Thursday 1 November**  
Canberra

**Thursday 9 August**  
Brisbane

**Wednesday 12 December**  
Sydney

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## \itap5\cbpat3\foICT Help Desk

If you experience any issues with your departmental IT services, including CRM, please call <sup>s 47E(d)</sup> or <sup>s 47E(d)</sup>.

If you have issues with CRM please contact <sup>s 22</sup> from the CRM Support team at <sup>s 22</sup> or on <sup>s 22</sup>.

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## \itap5\cbpat3\foCRM Training

CRM training is offered as an e-learning session. You can access two courses at the following links:

[Stage 1 Powerpoint eLearning course](#)

[Stage2 eLearning course](#)

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