



Australian Government
Department of Industry,
Science and Resources

Industry Growth Program
AusIndustry

Sample application form

Industry Growth Program: Industry Partner Organisation Application (Stage 2)

Version January 2024

This document shows the questions included in the online application form for this grant opportunity. It will help you prepare your responses and the mandatory attachments you need before you apply online.

Instructions

The online form captures the information required by the department to assess and manage your application for services and funding.

The first page of the application page contains the following instructions.

Completing your application

The application consists of separate pages as shown in the navigation menu on the left hand side of the portal page. You can navigate between pages using the menu or the buttons at the bottom of each page.

A red asterisk * indicates a mandatory question. A warning message may appear if you have not completed all of the mandatory questions or if there is an issue with information you have entered.

Saving your responses

You can save your changes at any time by using the Save button.

To prevent you losing your work you should save often. The portal will time out after 30 minutes if you do not save. Typing or moving your mouse does not reset the time out.

You must use the Save and Continue button to validate the information on each page. If you use the menu to navigate between pages, you will be prompted on the final page to go back and validate all of the information you have entered. A green tick indicates a validated page.

You can modify saved responses up until you submit your application.

Participants

You may invite others to assist in completing your application via the application summary page. To do this:

- Select the Participants button
- Enter the details

An email will be sent to the participant inviting them to assist with your application.

Submitting your application

You must complete every page of the application before you can submit.

You must also read and agree to the declaration which advises you of your responsibilities.

Check all your answers before you submit your application. After you submit, it will no longer be editable.

Internet browsers supported by the portal

We recommend that you use the following browsers for optimum functionality:

- On Windows: The latest versions of Mozilla Firefox, Google Chrome and Microsoft Edge
- On Mac: The latest versions of Safari and Google Chrome

Getting help

If you require further assistance completing this form, [contact us](#) by email or web chat or on 13 28 46.

A. Program selection

Before you start your application, we need to first identify what type of entity is applying.

Some programs we offer allow entities without an ABN to apply. The form is designed to accommodate these entities. However for this grant opportunity, an ABN is mandatory. If you do not have an ABN this grant opportunity will not appear in the program selection at the bottom of the first page and you will not be able to continue.

If you are a trustee applying on behalf of a trust we will need details of both the trust and trustee.

Before you start you should have the following details ready if they are applicable to you.

- Australian Business Number (ABN)
- Not for profit status.

A.1. Program selection

You must select from a drop-down menu the program that you are applying for. If you have been provided with an Invitation code, you will be able to enter it here which will select the program for you.

- Field 1 select Industry Growth Program - Industry Partner Organisation – Stage 2
- Field 2 select Industry Growth Program - Industry Partner Organisation – Stage 2

When you have selected the program, the following text will appear.

The Industry Growth Program will provide expert advice on commercialisation and early-stage business growth to startups and high-growth SMEs operating within National Reconstruction Fund (NRF) priority areas. This advice will be provided by both DISR's Industry Growth program advisers and with a second and complementing source of advisory services, drawing on sectoral expertise from the industry partner organisations engaged through this grant opportunity.

These specialised advisory services will be designed to complement the advice being provided by Industry Growth Program Advisers and the support provided to SMEs through the Industry Growth Program.

You should read the [grant opportunity guidelines](#) and [sample grant agreement](#) before filling out this application. We recommend you keep the guidelines open as you are completing your application so you can refer to them when providing your responses.

You may submit your application at any time up until 5.00pm AEDT on 8 March 2024. Please take account of time zone differences when submitting your application.

B. Eligibility

We will ask you the following questions to establish your eligibility for the Industry Growth Program: Industry Partner Organisation grant opportunity.

Questions marked with an asterisk are mandatory.

Have you been invited to submit a Stage Two application under the Industry Growth Program: Industry Partner Organisation grant? *

Yes or No

If yes

You can proceed to the next section.

Sample

C. Applicant address

C.1. Applicant street address

You must provide your street address

When you start typing the address in the field you can select the correct one from the drop down list that appears. If it is not there you can enter manually.

C.2. Applicant postal address

You must provide your postal address

When you start typing the address in the field you can select the correct one from the drop down list that appears. If it is not there you can enter manually.

Sample

D. About your organisation

We collect the following data from all applicants across all grant programs. We use this data to better understand your organisation and to help us develop better policies and programs.

D.1. Latest financial year figures

All values must be whole numbers. For example

6.5 months should be presented as 7 months

\$2 million should be presented as \$2,000,000

- Has the applicant existed for a complete financial year?
- If no, enter the number of months completed in the financial year to date.

You must provide the following financial information about the applicant organisation for the financial year you have entered above.

Values must be that of the entity applying (the 'applicant'), regardless of whether the entity belongs to a consolidated group for tax purposes.

These fields are mandatory and entering \$0 is acceptable if applicable for your organisation.

- Sales revenue (turnover)

Total revenue from the sale of goods and services, as reported in your organisation's Business Activity Statement (BAS).

- Export revenue

Total revenue from export sales, as reported in your organisation's Business Activity Statement (BAS).

- R&D expenditure

Expenditure on research and development, i.e. creative work undertaken on a systematic basis in order to increase the stock of knowledge, including knowledge of humankind, culture and society, and the use of this stock of knowledge to devise new applications.

- Taxable income

Taxable income or loss as per your organisation's income tax return form.

- Number of employees (headcount)

Number of individuals who are entitled to paid leave (sick and holiday), or generate income from managing your organisation. This should include working proprietors and salaried directors.

- Number of independent contractors (headcount)

Number of individuals engaged by your organisation under a commercial contract (rather than an employment contract) to provide employee-like services on site.

D.2. Your ANZSIC code

Provide from a drop-down menu:

- your organisation's main revenue earning division under the Australian and New Zealand Standard Industrial Classification ([ANZSIC](#)).

- your organisation's main revenue earning class under the Australian and New Zealand Standard Industrial Classification ([ANZSIC](#)).

D.3. Indigenous organisation

Is your organisation Indigenous owned?

An organisation is considered Indigenous owned where at least 51% of the organisation's members or proprietors are Indigenous.

Is your organisation Indigenous controlled?

An organisation is considered Indigenous controlled where at least 51% of the organisation's board or management committee is Indigenous.

Sample

E. Project information

On this page you must provide the detailed information about your proposed project.

If your application is successful, we will publish some grant details on [GrantConnect](#) and other government publications. Published details include:

- *name of the grant recipient*
- *a project title*
- *a brief project description and its intended outcome*
- *amount of grant funding awarded.*

E.1. Project title and description

Provide a project title.

Your response is limited to 75 characters including spaces and does not support formatting.

Provide a brief project description.

Your response is limited to 750 characters including spaces and does not support formatting.

Ensure your project description focuses on your project's key activities and outcomes. Outline what it is you are going to do and how it will benefit SME's to commercialise and grow.

E.2. Detailed project description and key activities

This information will be included in your grant agreement if your application is successful.

Provide a detailed description of your project including the project scope and key activities.

Your response is limited to 5000 characters including spaces and does not support formatting.

You must also provide a project plan which you should attach later in your application. Refer to the grant opportunity guidelines for the requirements of the project plan.

E.3. Project outcomes

This information will be included in your grant agreement if your application is successful.

Provide a summary of the expected project outcomes.

Your response is limited to 5000 characters including spaces and does not support formatting.

E.4. Project duration

Your project must be completed in line with the dates provided in the grant opportunity guidelines.

You cannot start your project before 1 May 2024.

- Estimated project start date
- Estimated project end date
- Estimated project length (in months)

Your project can be no longer than 24 months.

E.5. Project milestones

Provide details on the project milestones including the key activities occurring at each milestone.

You can add up to 10 Milestones.

The milestone start and end dates must be between the project start and end dates.

- Milestone title

Your response is limited to 100 characters including spaces and does not support formatting.

- Description

Your response is limited to 750 characters including spaces and does not support formatting.

- Estimated start date
- Estimated end date
- Estimated cost

E.6. Project location

You must provide the address where your project will be undertaken and the estimated percentage of project value expected to be undertaken at that site. If you have multiple sites you must add the address of each site.

A project site must be a street address. Do not provide a postal address, institution or building name.

- Project site address
- Estimated percentage of project value expected to be undertaken at site.

E.7. Sectoral and specialised expertise

Select one or more of the following NRF priorities areas that best fits your area of expertise.

Select one or more of the NRF priority areas.

- value-add in resources
- value-add in agriculture forestry and fisheries
- transport
- medical science
- renewables and low emission technologies
- defence capability
- enabling capabilities

E.8. Proposed Activities

Select one or more of the following activities that you intend to provide advice and support for (ensure this aligns with your project milestones).

- workshops
- financial, marketing and product development
- delivery of events

- market entry support
- one-on-one consultation
- access to physical spaces / environments
- investor-ready guidance
- create national connections
- create international connections
- create supply-chain networks (distributors; manufacturers)
- create industry networks (investors; experts; industry bodies)
- create commercialisation networks (investors; customers)
- investment growth
- innovation, research, design, development, IP creation and management networks and connections (universities, CSIRO, CRCs, IP specialists, regulatory bodies)
- other – specify

Sample

E.9. Disclosure of financial penalties

Have any of your board members, management or persons of authority been subject to any pecuniary penalty, whether civil, criminal or administrative, imposed by a Commonwealth, state, or territory court or a Commonwealth, state, or territory entity?

If yes, provide details of the penalty.

Your response is limited to 750 characters including spaces and does not support formatting.

E.10. Foreign affiliations

Does your project receive any funding or non-financial support from a foreign source?

If yes, provide details of the foreign financial support.

Your response is limited to 750 characters including spaces and does not support formatting.

Do any entities or key personnel involved with the project receive financial support or benefits from a foreign source?

If yes, provide details of the arrangement.

Your response is limited to 750 characters including spaces and does not support formatting.

Do any entities or key personnel involved with the project have any current or former association with a foreign talent program?

If yes, provide details of the foreign talent program.

Your response is limited to 750 characters including spaces and does not support formatting.

Do any entities or key personnel involved with the project have any ties to a foreign government, military or state-owned enterprise?

If yes, provide details of the affiliations or associations.

Your response is limited to 750 characters including spaces and does not support formatting.

E.11. National security plan

Does your organisation have a plan or framework in place to manage any potential security risks associated with the project and your organisation more broadly?

This includes protecting your organisation from potential national security risks including cyber security threats and the secure handling of data. We may ask for a copy of your plan or framework at a later stage.

F. Project budget

F.1. Project budget summary

Provide a summary of your eligible project expenditure over the life of the project.

If you are registered for GST, enter the GST exclusive amount. If you are not registered for GST, enter the GST inclusive amount. We only provide grant funding based on eligible expenditure. Refer to the guidelines for guidance on eligible expenditure.

The minimum project expenditure for this grant opportunity is \$500,000.

The financial years below are derived from the project start and end dates you entered on the previous page. If incorrect, you must ensure all amounts below are zero before going back to the previous page to update your project duration.

The table below will include the following validations:

- *The maximum salary for an employee that you can claim through the grant is \$300,000 per financial year.*
- *Costs for technical, but not administrative, project management activities are considered eligible labour expenditure, however these costs are limited to 10 per cent of the total amount of eligible labour expenditure claimed.*
- *Labour on-costs are limited to 30 per cent of the total Labour costs.*
- *The cost of an independent audit of project expenditure (where we request one) is limited up to a maximum of 1 per cent of total eligible project expenditure.*

You must attach a detailed project budget later in the application form. Refer to the grant opportunity guidelines for the requirements of the budget.

Type of expenditure	Head of expenditure	Financial Year	Cost
Project expenditure			\$
	Labour expenditure		\$
		2023/24	\$
		2024/25	\$
		2025/26	\$
	Labour on costs		
		2023/24	\$
		2024/25	\$
		2025/26	\$
	Contract expenditure		\$
		2023/24	\$
		2024/25	\$
		2025/26	\$

Type of expenditure	Head of expenditure	Financial Year	Cost
	Travel expenditure		\$
		2023/24	\$
		2024/25	\$
		2025/26	\$
	Independent audit		
		2023/24	\$
		2024/25	\$
		2025/26	\$
	Other eligible expenditure		\$
		2023/24	\$
		2024/25	\$
		2025/26	\$
Total			

Provide details of 'Other eligible expenditure'.

Your response is limited to 750 characters including spaces and does not support formatting.

F.2. Source of funding

In this section you must provide details of how you will fund the project.

The total of all sources of funding, should be equal to your total project expenditure in the section above. Sources of funding include:

- *grant amount sought*
- *your contribution*
- *other contributions as allowed in the grant opportunity guidelines*

F.3. Grant amount sought

You must enter the amount of grant funding you are requesting. We will add GST to this where applicable.

The minimum grant amount under this grant opportunity is \$500,000. The maximum grant amount under this grant opportunity is \$2 million.

F.4. Contributions

You will need to provide the following information for all other sources of funding.

- Name of contributor
- Type of contributor

Contributors are divided into the following types

- *Your contribution*
- *Other non-Commonwealth government grants*
- *Other non-government contribution*
- Value of contribution
- Date due of contribution
- Description

You may need to provide details around whether your contribution is sourced from bank loans, equity or cash flow etc.

Where you are receiving other government funding you will need to provide details.

G. Assessment criteria

We will assess your application based on the weighting given to each criterion and against the indicators listed beneath each criterion. We will only consider funding applications that score at least 50 per cent against each criterion as these represent best value for money.

The amount of detail and supporting evidence you provide should be commensurate with the project size, complexity and grant amount requested. You should define, quantify and provide evidence to support your answers.

G.1. Assessment criterion 1 (20 points)

Your response is limited to 5000 characters including spaces and does not support formatting.

Project alignment with grant opportunity objectives and outcomes

In providing your response you should provide detail with reference to any attached documentation on:

- a. the specialised advisory services to be offered through your proposed project, including any relevant facilities or resources to be made available to SMEs
- b. how your project would deliver on the grant opportunity objectives and outcomes as documented in section 2.1 of the grant opportunity guidelines
- c. the extent to which your organisation specialises in one or more of the NRF priorities, in which areas, and why and how you can draw on this sectoral expertise for the benefit of SMEs.

G.2. Assessment criterion 2 (60 points)

Your response is limited to 5000 characters including spaces and does not support formatting.

Capacity, capability, and resources to deliver the project

You should demonstrate this by providing detail and supporting evidence on:

- a. your ability and/or experience in:
 - providing specialised advisory services and how you will provide SMEs with relevant and reliable know-how, information, education and training
 - supporting SMEs to develop and commercialise products, processes and services in one or more NRF priority areas
 - supporting SMEs to grow, scale up and transform their business in one or more NRF priority areas
 - building and using connections across industry, markets, investors and lenders, and/or governments to deliver outcomes such as collaboration and funding opportunities for the benefit of SMEs
- b. your access to personnel with the relevant experience and expertise in one or more NRF priority areas required for the successful delivery of the proposed project, including management and technical staff (and which are specifically made available to your project)
- c. your ability to provide access to equipment, resources, services and/or support to diverse businesses located across Australia, including in regional and remote areas

- d. the ongoing business and financial sustainability of your organisation through the term of your project.

You must support this assessment criterion by providing a detailed project plan and project budget, governance arrangements, risk and financial management strategies and other attachments as set out in section 7.1.

G.3. Assessment criterion 3 (20 points)

Your response is limited to 5000 characters including spaces and does not support formatting.

Broader benefits of your project

You should demonstrate any additional value or flow-on benefits expected from your project, including considerations of:

- a. the mutual benefits, impacts and outcomes for the Industry Growth Program and your organisation
- b. benefits across NRF priority areas, including opportunities for commercialisation and growth for SMEs and strengthened collaboration, knowledge-sharing and networking
- c. your potential contribution to broader Australian Government priorities, such as Closing the Gap, Net Zero, circular economy, digitalisation and Industry 4.0.

H. Stakeholders

You must provide details about your stakeholders including project partners who may be contributing to the project and “other parties” associated with the project.

H.1. Project Partners

List any key project partners (such as joint partners) who are invested in the project. See Section 7.2 of the grant opportunity guidelines.

You must provide

- Australian Business Number (ABN)
- Other registration number where applicable
- Business address
- Postal address
- Contact details
- Relationship with applicant
- Project partner letter of support attached. Letter to include details of partner contributions.

H.2. Other parties associated with the project

List all parties associated with the project (e.g. advisory board, investors/shareholders, industry partners, legal firms, accounting firms, business consultants and mentors, or other.)

This information is used for internal disclosure of interest processes and to protect you from inadvertent conflicts of interest in our processes.

Name of Associated Party i.e. entity or individual	Relationship with applicant Select

I. Bank account details

I.1. Bank account details

If your application is successful we will need to set up a payment process to pay your grant. We need your bank account details to do this. If your application is not successful we will not process these details.

We can only pay grant funding to the applicant organisation, who if successful will be party to a grant agreement with the Commonwealth. You must provide bank account details for this organisation.

I.2. Account details

Account name

BSB

Account number

I.3. Payment contact

Given name

Family name

Email address

Phone number

J. Application finalisation

You must answer the following questions and add any supporting documentation required.

J.1. Conflict of interest

Do you have any perceived or existing conflicts of interest to declare?

Refer to the grant opportunity guidelines for further information on your conflict of interest responsibilities.

If yes, describe the perceived or existing conflicts of interest.

Your response is limited to 750 characters including spaces and does not support formatting.

If yes, describe how you anticipate managing this conflict.

Your response is limited to 750 characters including spaces and does not support formatting.

J.2. Additional information

You must attach the following supporting documentation. You should only attach documents we have requested or you have referred to in your application.

The total of all attachments cannot exceed 20 MB.

Individual files must be smaller than 2.0mb, and be one of the following types: doc, docx, rtf, pdf, xls,xlsx, csv, jpg, jpeg, png, gif.

Filenames should only include letters or numbers and should be fewer than 40 characters.

Project Plan *

A project plan including the scope of the project, a timeline of activities, and a list of all key management and technical staff, including their relevant experience and details of any contractors that you have or intend to engage as a part of the project.

Governance *

A governance plan, including the governance model and arrangements for managing your project and relationships with partners and why the chosen model and arrangements are the most appropriate for your project. Include how you will manage any conflict of interests ensuring contractors are not engaged as part of the Industry Growth Program Advisory Service.

Project Budget *

A project budget including any in-kind or cash contributions, or additional sources of funding. Your budget should include a breakdown of the costs by financial year under each head of expenditure and detail how these costs have been determined (e.g. quotes, etc.).

Risk Management Plan *

A risk management plan, and any supporting documentation, describing how you propose to monitor, manage and report identified risks, including risks that may arise during your project. The risk management plan should give specific consideration to risks associated with cyber security attacks and foreign interference.

Conflict of Interest Framework *

A Framework for how you will manage or report on any potential conflicts of interest (actual or perceived).

Trust Deed

Where you have indicated your entity type is a trustee applying on behalf of a trust, you must attach trust documents showing the relationship of the incorporated trustee to the trust.

Accountant Declaration *

An accountant declaration verifying the financial sustainability of your organisation (template provided on business.gov.au and GrantConnect).

Evidence of support *

Evidence of support from the board, CEO or equivalent (template provided on business.gov.au and GrantConnect). Where the CEO or equivalent submits the application, we will accept this as evidence of support.

J.3. Program feedback

How did you hear about the grant opportunity? *

You must select from a drop-down menu.

Did you read the grant opportunity guidelines? *

You must select from a drop-down menu.

We welcome any additional feedback on the guidelines.

Your response is limited to 750 characters including spaces and does not support formatting.

How satisfied were you with the process of applying for a grant? *

You must select from a drop-down menu.

We welcome any additional feedback on the application process.

Your response is limited to 750 characters including spaces and does not support formatting.

K. Primary contact

You must provide the details of a primary contact for your application.

The primary contact is the person authorised to act on behalf of the applicant and we send all email correspondence to this person. If you are not the primary contact, we will send an email to this person to invite them to register as a participant in the application. It is important that they register, or our emails will not be received. We recommend you let them know this.

If these details change, inform us as soon as possible so emails can be redirected.

If this application is successful, the primary contact will also need to nominate an authorised signatory to accept an agreement with the Commonwealth. The primary contact will not be able to accept an agreement unless they invite themselves to be the authorised signatory as well.

- Given name
- Family name
- Position title
- Email address
- Phone number
- Mobile number
- Primary address

Sample

L. Application declaration

In order to submit your application you will be required to agree to the following declaration.

L.1. Privacy and confidentiality provisions

I acknowledge that this is an Australian Government program and that the Department of Industry, Science and Resources (the department) will use the information I provide in accordance with the following:

- [Australian Government Public Data Policy Statement](#)
- [Commonwealth Grants Rules and Guidelines](#)
- grant opportunity guidelines
- applicable Australian laws.

Accordingly, I understand that the department may share my personal information provided in this application within this department and other government agencies:

- a. for purposes directly related to administering the program, including governance, research and the distribution of funds to successful applicants
- b. to facilitate research, assessment, monitoring and analysis of other programs and activities unless otherwise prohibited by law.

I understand that where I am successful in obtaining a grant, the financial information that I provide for the purposes of payment will be accessible to departmental staff to enable payments to be made through the department's accounts payable software system.

I understand that information that is deemed 'confidential' in accordance with the grant opportunity guidelines may also be shared for a relevant Commonwealth purpose.

The department will publish information on individual grants in the public domain, including on the department's website, unless otherwise prohibited by law.

L.2. Applicant declaration

I declare that I have read and understood the grant opportunity guidelines, including the grant agreement, privacy, confidentiality and disclosure provisions.

I declare that the proposed project outlined in this application and any associated expenditure has been endorsed by the applicant's board/ management committee or person with authority to commit the applicant to this project.

I declare that the applicant will comply with, and require that its subcontractors and independent contractors comply with, all applicable laws.

I declare that the applicant and any project partners are not listed on the [National Redress Scheme](#) list of institutions, where sexual abuse has occurred, that have not joined or signified their intent to join the Scheme.

I declare that the applicant is not named by the [Workplace Gender Equality Agency](#) as an organisation that has not complied with the *Workplace Gender Equality Act 2012*.

I confirm that the applicant, project partners and associated activities are in compliance with current [Australian Government sanctions](#).

I declare that the information contained in this application together with any statement provided is, to the best of my knowledge, accurate, complete and not misleading and that I understand that giving of false or misleading information is a serious offence under the *Criminal Code Act 1995* (Cth).

I acknowledge that I may be requested to provide further clarification or documentation to verify the information supplied in this form and that the department may, during the application process, consult with other government agencies, including state and territory government agencies, about the applicant's claims and may also engage external technical or financial advisors to advise on information provided in the application.

I agree to participate in the periodic evaluation of the services undertaken by the department.

I approve the information in this application being communicated to the department in electronic form.

I acknowledge that if the department is satisfied that any statement made in an application is incorrect, incomplete, false or misleading the department may, at its absolute discretion, take appropriate action. I note such action may include excluding an application from further consideration; withdrawing an offer of funding; using the information contained in the application for a fraud investigation that would be consistent with the Australian Government's Investigations Standards and Commonwealth Fraud Control Framework and/or for a grant under management, terminating a grant agreement between the Commonwealth and the grantee including recovering funds already paid.

I declare that I am authorised to submit this form on behalf of the applicant and acknowledge that this is the equivalent of signing this application.