

What is the Black Summer Innovation Program (BSIP)?

BSIP is a fund provided by FIAL designed to help small and medium businesses, who have been affected by events of national natural catastrophe or global diseases outbreaks (in 2019 or 2020). Funding is designed to support these businesses innovate to create commercial products, processes or services.

What events of national natural catastrophe or global diseases outbreaks are eligible?

Any natural catastrophe or disaster from 2019-2020 which has caused significant impairment to your food or agribusiness. This includes: bushfire, drought, flood, storm, hail, cyclone or landslide that has been categorised as a natural disaster by either the federal or state government agency or the Insurance Council of Australia

Any global diseases outbreak from 2019-2020 which has been the primary cause for significant reduction in your ability to compete in existing food or agribusiness markets is eligible for funding. These may include Coronavirus or Covid-19 and African Swine Fever.

Whilst any event is eligible for funding, how that event has caused individual business impairment is the responsibility of the applicant to provide. It is also the responsibility of the applicant to provide any relevant documentation as proof. Example impacts include: cancelled pre-existing orders; cancelled raw material deliveries; loss of property and capital items; unpaid orders; and outstanding debts.

How much money are the grants for?

The programme provides \$25,000.00 (excluding GST) to support innovation within their SME.

What assistance is available under the programme?

FIAL will fund up to the first \$25,000.00 of any project. If a project is less than \$25,000 FIAL will only provide the cost of the total project and not the maximum amount.

Guidance to help you select technical business and researcher services for your project.

What are the minimum and maximum grant amounts I can apply for?

- Maximum of \$25,000.00 for a project with a total project cost of \$25,000 or greater.
- Projects costing less than \$25,000 can only claim the value of the project.
- The minimum project value is \$2,500.

What is the maximum project period?

There is no minimum project period. The maximum project length is 12 months from the date the funding agreement is signed or 31st May 2021 whichever occurs first.

When can I apply?

Applications are accepted from the 1st March 2020, with the last applications to be received by 9th April 2020 (5.00pm AEST) or until all available funds are exhausted.

Can I submit two applications for projects that are being carried out at the same time?

No only one project per effect business will be funded.

When can I start accruing eligible project expenditure?

Eligible expenditure can only be accrued from the day you sign your funding agreement with FIAL. Any costs incurred prior to the agreement being signed are not eligible project expenses.

Who is eligible to apply?

To be eligible you must:

1. be an Australian based business:
2. have a registered ABN/ACN.
3. The ABN/ACN must be older than 12 months prior to the disaster affecting your business.
4. You must be a food, beverage or agribusiness producer; or as a supplier to the food and agribusiness supply chain (e.g. Packaging, ingredients etc.)
5. Not be a Rural Development Corporation or subsidiary or any other government funded agency
6. Applications from consortia of more than one business are welcomed but only one grant per application will be administered
7. Be registered with a state or other agency coordinating disaster management and/or relief

Can I apply if I've applied for other federal or state funding?

- a. You CANNOT make a submission for the same project when you have existing federal government funding
- b. If you have previously applied and been successful for Federal funding, and that funding has finished you are eligible to apply to the BSIP

Can I apply if I've previously applied for a FIAL grant?

Yes, so long as your previous FIAL funded project has been successfully completed.

As a start-up without any trading history, am I able to apply?

Yes, but start-up companies who are not in the market and do not have a history of 1 year of continuous commercial sales must be within a consortium with another eligible businesses to be eligible for funding.

When can an eligible project start?

The earliest project start date is the date that the applicant enters into an agreement with FIAL. FIAL we will not provide grant funding to unsuccessful applicants and is not responsible for any expenditure by successful applicants until a funding agreement is in place. Any expenses prior to an agreement being signed will not be eligible project expenses.

How do I apply?

Application can be submitted online through our website: www.fial.com.au

How will my application be assessed?

A Selection Panel of four experienced industry professionals will review all valid applications and recommend funding based upon selection criteria.

If my application is unsuccessful, can I reapply?

Yes. However, any resubmission must be substantially different to the first application. FIAL may refuse to accept a new application if it is like a previous ineligible or unsuccessful application.

Why must my project include training?

FIAL believes that undertaking training and capability building by a business prior to the innovation commercialisation phase will improve the likelihood of commercialisation success and business growth. Any training that identifies a gap within your current business capabilities is acceptable. Training records, receipts or certificates of completion must be presented at the end of the project.

How long does the assessment process take?

Approximately 8 weeks. However, the selection process timeframe is dependent on a range of factors including the quality of an application and the ability of applicants to provide additional information if required.

How will I know if my application is successful?

Successful applicants will be notified in writing and will be required to enter into a legal agreement with FIAL before being entitled to payment of project funds.

Projects will not commence until you have signed your agreement with FIAL. This must be signed and finalised within 60 days from the day you are notified that your application is successful.

Failure to finalise contracts within 60 days from that date, will result in the withdrawal of the offer by FIAL.

What are the key selection criteria?

- Type of innovation, (I.e. New to world, New to country, New to Industry, New to firm).
- Potential of the stated market opportunity.
- Businesses' level of understanding of proposed route to market.
- Likelihood of business plan to achieve commercialisation success within stated market.
- Complexity of the training plan provided by the business.

Will my application be treated as confidential?

Yes. FIAL has appropriate processes in place for commercially sensitive information. FIAL's Privacy Policy can be accessed via the following link: <https://fial.com.au/privacy-policy>

How are conflicts of interest managed?

FIAL has robust conflict of interest processes for all staff members and contractors, conflict of interest will be managed.

Does FIAL own the intellectual property (IP) generated from the project?

No. FIAL will not own project IP. You will own the IP arising from the project. If you wish, you may grant FIAL permission to use and share the IP (or part of the IP) for the benefit of the industry. However, if you fail to commercialise the IP within 3 years from the date the project is completed, FIAL will take ownership of IP.

Do I have to share any IP with other companies?

No. Although there is a case study report that must be completed at the end of the project. You do not have to place your IP into the case study, only a generic overview of the type of challenge, solution, benefits and learnings of the project is shared (Case-Study).

What are my reporting obligations for the project?

- a) You must provide a one-page Case-Study of what has been learned through the project, 2 weeks after the project is completed.

b) Successful applicants are also expected to be able to demonstrate evidence of what their project funding was used for using standard accounting practices. A one-page report on how the FIAL funding was spent is also to be submitted.

Why must FIAL pay my grant into my business bank account?

This grant is for existing Food and Agribusiness SME business innovation and commercialisation purposes only. As such FIAL will not pay grants into personal bank accounts.

How will the results and report(s) be used by FIAL?

The Case Study will be uploaded onto the FIAL website and used in promotion of the ESCP the Food and Agriculture Sector more widely.

Who manages the project once approved?

The project will be managed by you.

When will I receive my grant payments?

You will be required to provide an invoice to FIAL and it will then be paid.

What happens if the actual expenses for the project differ to the funding agreement?

The total grant amount specified in the funding agreement is the maximum grant amount that can be paid for the project.

Is there an administration fee taken out of the grant amount?

No.

Are grant payments subject to GST?

Yes, they are and so FIAL will pay the grant amount + GST.

Do recipients have to pay tax on the grant amount?

Grants under the programme are typically treated as assessable income for taxation purposes, unless specifically exempted. FIAL does not provide any advice on tax and recommends that grant recipients seek independent professional advice on this matter.

Can I use the grant to buy equipment or other capital items?

Yes, you can buy capital items and equipment if it is primarily for innovation purposes and was not available to your business prior to the disaster, and is an innovation for your business. You cannot use it to replace equipment with newer model equipment that you had prior to the disaster event.

Can the funding agreement be varied during the life of the project?

No all project must be completed by 31st May 2021. FIAL has absolute discretion to approve the variation request and requests will be considered on a case-by-case basis.

Can I buy equipment with the grant funding?

See comments under the equipment and Capital items above.

Are patent costs an eligible expense?

No.

Where can I find more information?

For more information email us at info@fial.com.au.