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Partnerships & Collaboration



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G'day Australian grantseekers!

At Grants Office Australia, we support clients from businesses across the country to find grant funding and develop high quality applications to kickstart or expand their services. We provide 1-1 consultation and grants advice to help you maximise your grant revenue.

We are very proud to present to you our second issue of 'FUNDED Australia'. It's been a tumultuous time for Australians since our last issue in November; the devastation wreaked by the floods in Queensland and New South Wales, the ongoing uncertainty of the pandemic as well as the recent Federal Election. These events have contributed to quite a stir of grant activity and big changes to the Federal funding landscape are on the horizon.

The Australian Labor Party (ALP) have a strong history of generous funding allocations for grant programs. Their win at the recent Federal election will hopefully result in more open-competitive grant funding opportunities for Australians, but details are thin at time of writing. Once the ALP deliver their full budget (expected before the end of 2022), Grants Office Australia will provide a full analysis including all funds confirmed for grant programs (hopefully in time for our end of year issue of FUNDED).

Amongst the ALP's campaign highlights are:

- a promise to uphold a 47% reduction of emissions by 2030, which we anticipate is likely to result in more grants for larger companies.
- the 'better deal for small business' which promises more certainty for small to medium enterprises, ensuring they are paid on time and cutting transaction fees at point of sale
- the \$1billion Critical technologies fund which will invest in infrastructure and job creation for the technology sector (including in quantum computing, robotics, AI and software development)

Election results aside, we have plenty to cover in our second issue of FUNDED, including...

- a brief look into the Australian Federal government's grant funding landscape with a focus on technology-friendly funded projects, and the type of projects that receive funding.
- an overview of the funding opportunities available across Australia to female entrepreneurs and small businesses. In this edition, we discuss the specific opportunities available to regional communities and female leaders in the grants landscape.
- Find out how regional communities are able to become more resilient by leveraging the right grant funding from the State and Federal Governments.
- Learn how write letters of support for a credible and committed collaboration, discover how to settle funding agreements and what it takes to complete post-grant funding reports and acquittals, and find out what it takes to make co-contributions work. If you've ever wanted to know about some of the more nitty-gritty details behinds grant administration – you're in the right place!
- Review the grants that will make your workplace more cyber resilient. If you're wondering what federal grant funding opportunities remain for your cyber security needs following the election, take a look inside.
- Discover the opportunities available to you for expansion into the international market with our global article on international collaboration.

If you only read one grant-related newsletter, we want it to be FUNDED Australia. So please feel free to get in touch and let us know what you'd like to know more about in upcoming issues. please feel free to get in touch and let us know what you'd like to know more about in upcoming issues.

Go and get funded!

Anna Terziman, Eily Fidock & Tom Bligh
Editors

Grant Funding in Australia: Oct '21 – Apr '22 Highlights

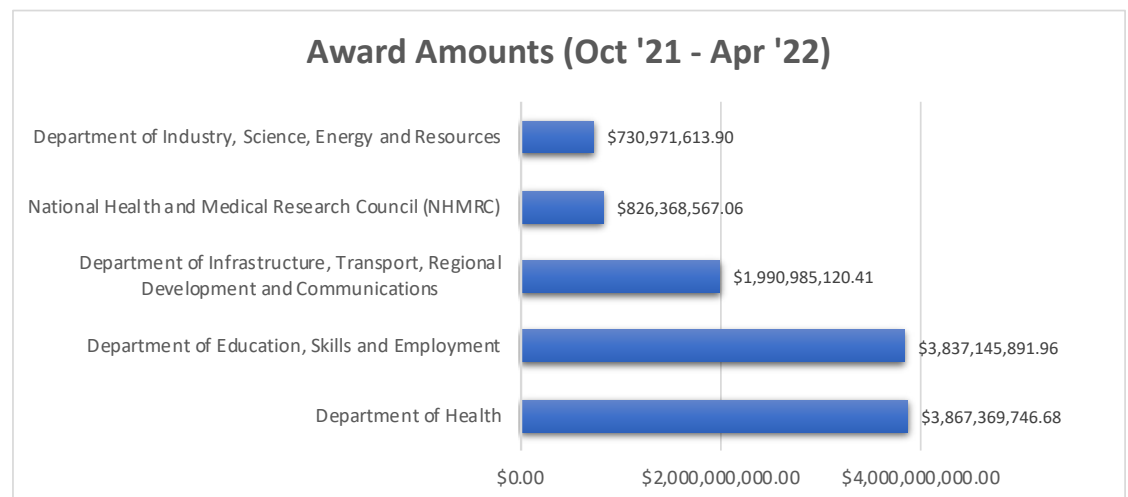
Tom Bligh

In each issue of 'FUNDED Australia', we drill down into Federal Government grant funding awards and take a closer look at funded programs and projects with a focus on innovation in technology. In this issue, we'll look at grant awards from October 2021 to April 2022 encompassing a variety of sectors, including manufacturing, health, green energy, mining, and more.

QUICK STATS

In the period from 01 Oct 2021 to 23 Mar 2022, **\$12.86 billion** worth of grant funding was awarded from Federal Government Agencies in Australia.

TOP 5 FEDERAL DEPARTMENT GRANT GIVERS (AWARD AMOUNTS): OCT 2021 – APR 2022



TOP 5 LARGEST AWARD AMOUNTS

1. Australian Apprenticeships Incentives Programme (Aggregated awards & multiple recipients): \$3,537,020,237.19
2. Specialist Training Program (The Royal Australian College of Physicians): \$216,225,805.87
3. Escaping Violence Payment (Uniting [Victoria and Tasmania] Limited): \$151,800,000
4. Providing eligible domestic Regional Public Transport airlines support to preserve operational capabilities: \$115,316,784
5. Residential Aged Care Quality: \$108,410,887.20

It's worth noting that many of these values represent aggregate award amounts (e.g., Australian Apprenticeships Incentives Program).

These awards were under several different funding arrangements (i.e., open competitive, closed non-competitive, open-restricted, etc.). To find out more about grant categories, check out grant bites from Issue 1 of FUNDED Australia.

FEDERAL FUNDING: TECHNOLOGY PROJECT HIGHLIGHTS

Let's take a closer look at some of the highest awarded technology-focused projects that received federal funding over the last six months:

New Knowledge and Research Capacity for Health Impacts of Global Environmental Change with Big Data, Novel Approach and New Technology

- **Funder:** National Health and Medical Research Council (NHMRC)
- **Funding Program:** NHMRC – Investigator Grants
- **Recipient:** Monash University
- **Funding Amount:** \$2,598,844
- **Project Details:** This Investigator Grant research program will produce extremely significant outputs, including transformative changes to guidelines on global environmental change (e.g., climate change adaptation strategy, air quality standard and extreme weather early warning system), new information to ensure direct impacts on public health policy and practice, and development of novel research methods for environmental epidemiology and strengthening the Australia's leadership in the field.

Novel Nanotechnology Strategies Towards a new Paradigm of Precision Nanomedicine

- **Funder:** National Health and Medical Research Council (NHMRC)
- **Funding Program:** NHMRC – Medical Research
- **Recipient:** The University of Adelaide
- **Funding Amount:** \$2,248,555
- **Project Details:** Nanotechnology offers exciting prospects for many devastating diseases such as cancer. Despite the clinical success of a few nanomedicines, the development of cancer nanomedicines for effective and targeted delivery to pathogenic areas has been limited. This project aims to develop revolutionising nanomedicines capable of simultaneous administration of two or more drugs in targeted cancer disease for synergistic therapy.

Technology deployment securing DAP/MAP fertiliser manufacturing supply chain

- **Funder:** Department of Industry, Science, Energy and Resources
- **Funding Program:** Supply Chain Resilience Initiative
- **Recipient:** INCITEC PIVOT LIMITED

- **Funding Amount:** \$2,200,000
- **Project Details:** Through this project, Incitec Pivot Limited will invest into a new processing technology to extend the life of Australia's only DAP/MAP fertiliser manufacturing facility located at Phosphate Hill, QLD, by an additional 20 years. This new technology will facilitate the processing of higher oxide impurity levels making it possible to utilise lower quality mine deposits not currently suitable for processing. This new technology will secure the domestic supply of DAP/MAP fertilisers until 2050 and will generate and secure up to 500 jobs.

New Patented Textile Technology to Increase Global Competitiveness & Sales

- **Funder:** Department of Industry, Science, Energy and Resources
- **Funding Program:** Modern Manufacturing Initiative
- **Recipient:** ENNIO PTY LIMITED
- **Funding Amount:** \$1,460,408.40
- **Project Details:** Ennio Pty Ltd will implement innovative textile packaging technologies to automate manual processes involved in manufacturing of nettings and casings for the meat and poultry industry. These processes will improve productivity and increase volume capacity leading to increased export sales and job retention due to improved global competitiveness.

Tribe Technology World First Automated RC Drilling Sampling System

- **Funder:** Department of Industry, Science, Energy and Resources
- **Funding Program:** Entrepreneurs' Programme - Accelerating Commercialisation
- **Recipient:** TRIBE TECHNOLOGY PTY LTD
- **Funding Amount:** \$950,444
- **Project Details:** Tribe Technology Pty Ltd has developed the advanced, autonomous, Tribe Sampling System for integration into RC Drill Rigs for the global mining and drilling services sector. This technology will automate the drilling sampling and sample potting process, reducing direct and indirect costs, delivering productivity efficiencies, increase sample quality and eliminate safety risks associated with the process. Accelerating Commercialisation support will be used to help Tribe Technology Pty Ltd commercialise this product and achieve customer validation of the retro-fittable system resulting in first commercial sales, new job creation and generation of cost, productivity, and safety benefits for the global mining industry.

Please note:

The incoming Australian Labor Party (ALP) that won the Australian 2022 Federal Election in May have not released a full budget outlining portfolio expenditure. As a result, the below programs are not guaranteed to become available.

The ALP is expected to release a full budget before December 2022. Grants Office Australia will conduct a full analysis of all grant-spending allocated within this budget with findings published in the next issue of FUNDED – Australia.

Here's a couple of tech-friendly Federal Government grants to keep an eye on...

NHMRC – CLINICAL TRIALS AND COHORT STUDIES GRANTS

Category: Research | Healthcare

Overview: Supports high-quality clinical trials and cohort studies that address important gaps in knowledge, leading to relevant and implementable findings for the benefit of human health.

The intended outcomes of the Clinical Trials and Cohort Studies Grants scheme are improvements in health and well-being, health care practice or policy, as a result of:

- High-quality clinical trials that provide reliable evidence of the effects of health-related interventions on health outcomes (or appropriate surrogates)
- High-quality cohort studies that provide reliable evidence on the relation of important risk factors and other exposures to health-related outcomes
- High quality retrospective cohort studies that provide reliable evidence on the relation of important risk factors and other exposures to health-related outcomes

Funder: National Health and Medical Research Council

Funding Available: Unconfirmed. Previous round – no maximum grant amount specified with \$70million total pool.

Eligibility: Applications will only be accepted from NHMRC approved Administering Institutions, including universities, hospitals and medical research institutes. A list of NHMRC approved Administering Institutions is available at:

<https://www.nhmrc.gov.au/funding/manage-your-funding/nhmrcs-administering-institutions>

Deadline: Applications open 29 June 2022 and close 24 August 2022

More Information: <https://www.nhmrc.gov.au/funding/find-funding/clinical-trials-and-cohort-studies-grants>



SUPPLY CHAIN RESILIENCE INITIATIVE

Category: Manufacturing

Overview: The Supply Chain Resilience Initiative provides up to \$2 million to establish or scale a manufacturing capability or a related activity to address supply chain vulnerabilities for a critical product or input identified in the Sovereign Manufacturing Capability Plan.

Funder: Aus Gov - Department of Industry, Science, Energy and Resources

Eligibility: To be eligible, applicants must:

- have an Australian Business Number (ABN)
- be non-tax-exempt
- be registered for the Goods and Services Tax (GST)
- be an entity incorporated in Australia and a trading corporation

If applicants are a trading corporation, their trading activities must:

- form a sufficiently significant proportion of the corporation's overall activities as to merit it being described as a trading corporation; or
- be substantial and not merely peripheral activity of the corporation

Deadline: Currently closed. Anticipated to open again in 2022 subject to priorities of new Government.

More Information: <https://business.gov.au/grants-and-programs/supply-chain-resilience-initiative>

EXPORT MARKET DEVELOPMENT GRANTS (EMDG)

Category: Small to Medium Enterprise (SME)

Overview: EMDG is a key Australian Government financial assistance program for Australian exporters. Each year, it helps between 3,000 and 5,300 Australian small and medium enterprises (SMEs) to start or expand their export business.

Funder: Australian Trade and Investment Commission

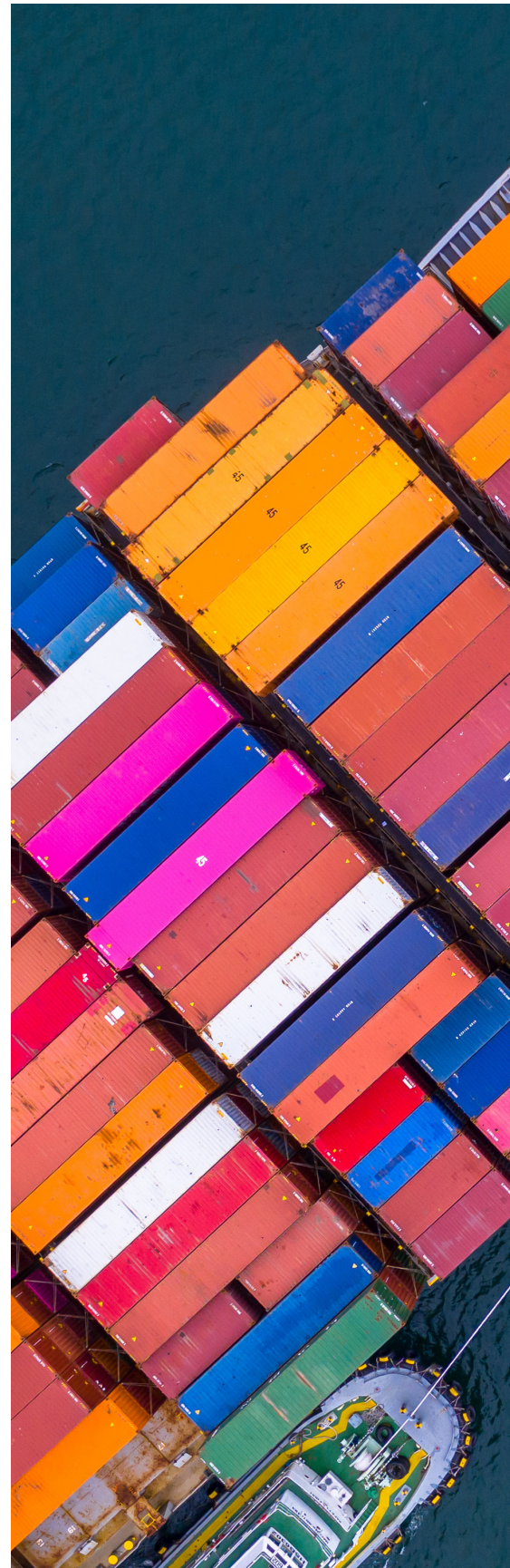
Funding Available: Unspecified – all eligible applicants will receive grant funding. Award amount is contingent on number of eligible applicants. Total pool = \$157.9 million.

Eligibility: To be eligible, applicants must be one of the following:

- an individual whose principal place of residence is in Australia
- a body incorporated under the Corporations Act 2001
- an association, or cooperative, incorporated under an Australian law
- a partnership that is Australian
- a trust that is Australian
- a body corporate established for a public purpose by or under an Australian law
- a representative body

Deadline: 05 July 2022

More Information: <https://www.austrade.gov.au/australian/export/export-grants>



Women in Business: Overcoming Barriers to Female Entrepreneurship

Eily Fidock and Anna Terziman



We write this article in the hopes of supporting women in business everywhere. Whether you're an experienced business owner or an entrepreneur starting out; a high-level executive or an aspiring leader – everyone will find something useful for themselves in this article. We look forward to sharing our insights into grants intelligence with you.

This article will focus on the different types of opportunities available to women in small business and women in tech, including grant funding and support mechanisms orientated towards women in technology and women in small business.

INTRODUCTION

According to the 'Gender Equality Workplace Statistics' report released by the Australian Workplace Gender Equality Agency in 2022, women comprise 47.9% of all employed persons in Australia. Of those, 26.3% work full time, of these, only 6.6% account for women in leadership roles (chair positions, directors, CEOs, and key management personnel).

By contrast, there is a higher percentage of women operating sole businesses according to the Australian Bureau of statistics

(just over 33%), and more than two in five female business operators were aged 40-54. Less than 20% of all people employed in the ICT industry are women, where the lack of female representation at senior levels is even greater.

WHY ARE THESE STATISTICS IMPORTANT?

Increasing the representation of women in business and women in tech allows for the relevant industries, and especially tech, to innovate and rise to meet the needs of society as a whole. Despite the low number of women in tech and leadership roles, there are promising Government and private initiatives and grant schemes supporting women on their journey. This also includes companies making policy changes to address these inequalities in the workplace, such as increasing transparency, supporting women in more senior roles, implementing gender-neutral recruitment processes, addressing the pay gap, and providing additional training and re-skilling for women.

An increasing number of grants are orientated towards supporting these initiatives, with a focus on promoting women in science, technology, engineering and maths (STEM).

WOMEN'S SUCCESS IN GRANTS

The latest grants research demonstrates that in Australia, the typical grant seeker is a professional, tech-savvy woman. When looking at the grants landscape as a whole, these women make up 75% of the total grant winners, primarily from small organisations in human services and community development. Despite this success, in industry and STEM related fields according to the Australian Research Council (ARC), women only account for 31% of participants and only 1 in 3 named investigators on applications are women. Gender disparities in STEM and research funding are a significant problem. In 2019, it was found that female scientists were less likely to win research grants than their male counterparts. Only 29.4% of women in senior research positions who applied for the Investigator Grants were successful compared to 49.3% of male applicants with the same experience level. As a result, the total value of grants won favoured male-led researchers.

Similarly, a higher percentage of men receive small business grant funding when compared to women in the same industry, despite the latter submitting more applications. Whilst women entrepreneurs often enjoy great support networks, they may not have the necessary resources to access the information, funds, or further introductions to key industry stakeholders. This all boils down to the fact that there are not enough female entrepreneurs out there that may be able to provide advice, support, and equal opportunity investment to other women starting out.

WHY GRANT PROGRAMS SUPPORTING WOMEN ARE IMPORTANT

Grant programs directly targeting women in business and industry are essential for challenging the gender-bias. Gender-neutral grant programs can under-serve women as a result of confirmation bias resulting from socio-cultural factors such as maternity leave, which can impact an applicant's career and achievements. The proportion of women in leadership roles further contributes to these biases with only 45% women in management roles in the education industry, 15% in the construction industry and 20% in the energy and resources industry. The unfortunate outcome of the consistent existence of a funding disparity is known as the 'Chilling Effect' often referred as the Leaky Pipeline. This principle describes the further exclusion of women from progressing their careers due to lack of funding as a result of gender imbalance. Through the promotion of gender equality throughout a range of initiatives within the business industry, women gain exclusive access to grant opportunities that boost participation in STEM and entrepreneurship, finance female-owned businesses for scale into global markets, recognise scientific research and excellence and inspire the next generation of women through improved visibility of successful women.





GOVERNMENT PROGRAMS TO BREAK THE BIAS FOR WOMEN IN BUSINESS AND RESEARCH

Boosting Female Founders

This initiative supports female entrepreneurs to overcome the barriers in accessing finance to grow their start-ups. Grants of up to \$480,000 are available on a co-contribution basis for female-founded, majority owned and operated start-ups who wish to scale their business into global markets.

Women in Leadership and Development

This initiative is in response to the increasing gender inequality in leadership and economic participation opportunities for women in Australia. Grants of \$1 million are available to support projects addressing structural and systemic barriers that impede women's employment progression into leadership.

Women in STEM and Entrepreneurship

This initiative encourages the participation of women in science, technology, engineering and mathematics leading to STEM education and careers. Grants up to \$1 million are available to support investments in gender equity projects that aim for lasting systemic change by eliminating barriers for women's participation in STEM careers and entrepreneurship.

Investing in Queensland Women Grants

This initiative supports community groups and organisations across Queensland to develop and deliver events and/or projects that align with the Queensland Government's strategic priorities and address the unique issues faced by women and girls. Grants up to \$15,000 are available to support, inspire and encourage the Queensland community to respect women, embrace gender equality and promote and protect the rights, interests and wellbeing of women and girls.

Additionally, there are several programs such as the [WISE Employment Program](#) – a government initiative run by women for women to support them in their employment journey, returning to work, mental health, and training and coaching for future roles. Not only is it an example of one of the many initiatives supporting women, but it is also a safe space for women to share their ambitions, learn from other women, and become mentors when they choose to give something back.



GOVERNMENT PROGRAMS SUPPORTING WOMEN IN BUSINESS

Online program for NSW Women starting or operating a small business

Women in Business provides women living or working in New South Wales with access to a fully subsidised online program to help them establish a new small business or consolidate an existing small business. Additional benefits include insights from Australia's leading female entrepreneurs, access to small business events and other resources. This program is accessible year-round.

Mentoring and Training for Female entrepreneurs in Queensland

This program supports women in Queensland at different stages of their entrepreneurial lifecycle, through networking events, educational webinars, professional development workshops and one-on-one business mentoring. The support is provided on an on-going basis aiming to facilitate the access to resources for female entrepreneurs.

Townsville Businesswomen's Circle 2022 Leadership Program

This program is intended to support Townsville-based women in business by promoting leadership development, creating a safe space for sharing knowledge, promoting women's physical and mental well-being, and more. This program commences on 01 July 2022.

ADDITIONAL RESOURCES FOR WOMEN IN TECH

Aside from grant opportunities available for women in technology and small business, there are numerous resources available to support women in their careers. Whether they're new to STEM or a tech veteran, there is always something new to learn. Several in-person and online communities support women's development in tech, mid-career transitions, and workforce development, including

1. [Women who code](#) – a membership-based organisation that hosts training seminars for developing soft and technical skills in the workplace, hosting more than 1,900 events annually.
2. [Girls in Tech](#) – a global community with more than 62,000 members and hosts coding bootcamps, networking events, and mentorship programs, in most major cities worldwide.
3. [Girlboss](#) – a social media platform celebrating female accomplishments in the workplace. It is a space for women to share their achievements and network with other leaders.

[Australia's Women in STEM Ambassador](#) is an Australian Government initiative to address gender inequities in STEM, by dressing these inequities through outreach, research projects, and a national digital campaign for children, parents, and carers. Additionally, they build and host free resources to enable the full participation of women and girls in STEM education and careers.

CONCLUSION

We hope this article not only highlights the importance of creating opportunities specifically for women in technology related careers but provides relevant resources on how to access the support available. Too often women are under-served and under-represented in business and in the STEM industry. A successful entrepreneur is curious, disrupts the status quo, harnesses the power of technology, and invests in themselves. By leveraging the initiatives above designed to boost female presence and leadership, we are working to bridge the gap that exists between male and female entrepreneurs.

Building Resilient Communities

Eily Fidock

Over the past decade, Australia has withstood some of the harshest conditions in its history. Disease, drought, fire and flood have challenged local communities and businesses more than ever before. In response, migration from capital cities to regional centres is on the rise, technology is advancing at the speed of light and Australians are looking to their own backyard for holidays and tourism. To keep up and react to these rapidly changing times, local communities are leveraging grant funding to become more resilient and self-reliant.

Community grants present a new opportunity to local citizens with feet on the ground to produce and progress projects that directly affect their way of life. Grants allow for collaboration across regions to bring about wide-reaching benefits. Funding programs targeting small scale communities are the reason school students have access to laptops, pedestrian malls are safe and senior citizens have access to Wi-Fi.

Grant funding is a critical resource for local councils all around Australia. For some rural and remote areas, grant funding can account for more than 50% of council revenue. This funding assistance supports councils to deliver priority infrastructure and essential services to meet the identified needs of their communities. There are many local, state and federal programs open throughout the year with benefits that affect local economies, job creation and security, public safety, facilities and amenities, connections, art and culture. Read on to learn more about these programs and the many ways they are transforming local ways of life.

STIMULATING THE ECONOMY

Grants to fund new or expanded local events, establish precincts and places and transform public facilities can drive economic growth, building stronger regions and have a positive impact on the participation and employment of local citizens. Grants such as the [‘Building Better Regions Fund’](#) provide opportunities for



regional and remote communities to attract new businesses through the creation of industry-first conferences, central business hubs, smart precincts and sports infrastructure. These grants fund projects that improve community facilities to bring social benefits such as: new hospitality ventures in the form of bars and restaurants, tourist attractions to draw holiday crowds and boost local business success and improved public safety to drive the establishment of festivals, markets, and other celebratory events throughout the year.

As Australia recovers from the impact of COVID-19, grants such as [‘The Rural Economic Development Grants’](#) provide finances to bolster primary production and protect Australian jobs. The NSW Government’s [‘Regional Job Creation Fund’](#) boosts regional expansion, co-funding projects to enable emerging industries in agribusiness, energy and resources, manufacturing and service sectors.



BUILDING DISASTER RESILIENCE

Disaster resilience and risk mitigation is crucial in vulnerable communities where natural hazards are prevalent. A number of programs including the [‘Preparing Australian Communities Program’](#), the [‘Drought Resilience Innovation Grants’](#) and state government programs such as the [‘Queensland Disaster Resilience Fund’](#) and the [‘Disaster Risk Reduction Grants’](#) promote mitigation measures through the establishment of preventative infrastructure, adoption of innovative technology and investment in response and recovery strategies.

Grants can benefit communities affected by natural disasters in the form of response and relief. Emergency hardship and disaster assistance grants offer support for directly impacted businesses, producers and individuals with clean up and re-instatement funding. These types of grants can be essential to account for damage not covered by insurance, purchase equipment for immediate resumption of business and for the disposal of damaged goods. Currently, as New South Wales and Queensland continue their recovery from the devastating floods, the [‘Special Disaster Assistance Recovery Grants’](#) and the [‘February and March 2022 Storm and Flood Disaster Recovery Small Business Grant’](#) are currently open and accepting applications.

ACCELERATING SMART PLACES

Grants can offer opportunities for local communities to transform their urban centres through innovative, technology-based solutions to challenges. The growth of smart precinct capability recognises the maximum potential of technology to create new business opportunities, improve the efficiency and reliability of infrastructure and essential services and build resilient and sustainable cities to prepare for the future.

Real time data and smart technology is leading to enhanced use of infrastructure, clean energy and energy efficiency, improvements in services and better benchmarking of city performance. As of 2019, over 20% of Australia’s 537 Local Government Areas (LGAs) were either piloting or further developing Smart City projects, driving success in the 21st Century. Key funding opportunities such as the [‘Australian 5G Innovation Initiative’](#) and the [‘Digital Restart Fund Smart Places Acceleration Program’](#), bring the physical and digital together to better serve businesses and communities to improve quality of life.

IMPROVING SAFETY

An additional benefit of leveraging grant funding to create smarter urban centres is the positive impact adopting technology can have on crime and safety. Community grants are often invested in early intervention initiatives to prevent criminal activity and anti-social behaviour. This category of grants can be of great importance to youth and community organisations. Programs such as the [‘Safer Communities Fund’](#) and the [‘Building Safer Communities Program’](#) support local governments and other organisations to contribute to local safety and improved perceptions of public safety through installation of CCTV, increased lighting, and education and employment pathways. Improved public safety can become an additional byproduct of beautified streetscapes and upgraded amenities. By removing entrapment points, enhancing natural surveillance and encouraging increased use of public spaces, local community parks, sporting grounds, picnic tables and BBQs can transform social amenity for better.

CONCLUSION

Grants are essential to the prosperity of local communities as they navigate the future. These funding opportunities directly impact the livability and workability of Australians and their cities. Improved economic and social benefits, increased jobs, improved public space and safety as well as tourism, resilience and celebrations are all made possible by grants and the individuals who service these cities.

Cyber Security Funding in Australia: How to Address the Budget Gaps?

Anna Terziman



INTRODUCTION

Cyber breaches across the world cause devastating effects, impacting hundreds of thousands of people and small businesses. According to the [ACSC Annual Cyber Threat Report](#), during the 2020-2021 financial year, over 67,000 cybercrime reports have been lodged in Australia – a 13% increase from the previous year. Self-reported losses from cybercrime have totalled more than \$33 billion, of which almost a quarter affected entities associated with Australia's critical infrastructure.

Whilst the private sector has taken cybersecurity seriously, typically, public funding for cybersecurity needs has always been a secondary effort or a last priority. Securing all hardware, software and the information that goes along with it can be a massive and expensive undertaking, difficult to complete without additional funding. So what funding is left for Australian small businesses in the wake of the May elections and delay in budget announcement until the end of 2022?

FUNDING GAP

Early in the year, the Liberal Government promised us a \$9.9 billion cybersecurity budget which would enhance Australia's

Security as well as its technological capability. This promise included the vow to support the creation of 1,900 jobs across Australia including regional positions, as well as \$5 billion specifically dedicated to improving the cybersecurity posture of small businesses and industry over the next 10 years. This also included the creation of further education and training of personnel in the ICT sector, namely data scientists, ICT engineers, and cyber security professionals.

Furthermore, the new budget promised to support small businesses in their journey of cybersecurity assurance, by allowing up to 120% deductions on cybersecurity expenditures (cloud migrations, cyber security mitigation strategies, e-invoicing, accounting software, web design, expenses of staff training courses). Not to mention the incentives promised for the support of women and for STEM development.

Whilst the new Labor government has already issued a statement indicating that they will release a new budget by the end of 2022, so far there have not been any concrete announcements supporting cybersecurity in the public or private sectors, nor any intermediary programs to support them in the interim.

AVAILABLE FUNDING

One of the last standing programs available for cybersecurity from the current federal budget is the [Defence Global Competitiveness Grant](#) which supports projects that include the 1) buying, leasing, constructing, installing or commissioning of capital equipment including specialist software to enhance cybersecurity, 2) design, engineering and commissioning



activities, and 3) workforce training and accreditations. It is specifically targeted towards private companies, and Small to Medium Enterprises (SMEs) with a total of \$240,000 available per project. This program is ongoing and will likely remain at least until the announcement of the new budget.

The Australian Government also has a standing Open 'Call for Proposals' for the [Australian Cyber and Critical Tech Cooperation Programme](#), which aims to support capacity building in the Indo-Pacific Region. The open call is available to Australian and international academic institutions, non-government organisations, regional and multilateral organisations, as well as the private sector.

In the absence of other government funding, private money has been able to support the industry. Most notably, the [AustCyber Project](#) – a \$15 million, three-year initiative designed to help the

Australian cyber security industry grow and take ideas globally. Whilst the project fund is now closed, the AustCyber project provides other resources to support cyber-security initiatives, such as challenges, training, and events.

THE INTERIM – CREATIVE SOLUTIONS

The question on everyone's minds is 'what measures are available for small businesses in the meantime, before the new budget is announced, and what can be done to receive cybersecurity funding?' Whilst the availability of government programs is limited, there are other creative options of using government funding for cybersecurity.

When exploring these options, we emphasise the importance of applying with the intent of completing a project not buying a service. As an example, this may include an innovative project to improve security practices for the entire organisation – top down, from completing personnel training and developing new policy measures, to installing a new software package. No matter what the project is, it must be holistic, addressing a larger issue than simply installing a new firewall.

Programmes such as the [Innovation Connect ACT](#) can be used as a creative solution to address gaps in cyber security or develop a new cybersecurity product to address current issues. The program provides enough room to support a wide variety of initiatives, by a varied audience (industry, business, and public bodies). Opening on 01 August 22, the program offers matched funding between \$10,000 and \$30,000.

The [Business Growth Fund Program QLD](#) provides funding for small to medium sized businesses to purchase and implement highly specialised equipment to help them seize growth opportunities. This can include production of equipment, digital equipment, and advanced logistic equipment. The funding is between \$25,000 and \$50,000 with applications due to open on 31 May 22.

CONCLUSION

Despite the budgetary gaps between now and what will likely be an early December budget release date, there are still options available to Australian businesses and public bodies to address the gaps in their cybersecurity budgets. The formulation of an innovative, holistic project to address cybersecurity needs as part of a larger plan is vital and will always be looked upon more favourably requests to simply purchase a one-off solution.

Letters of Support: Create a Credible Commitment to Collaboration

Eily Fidock



Collaboration can be key to the success of your grant application. Detailing how the efforts and expertise of others contributes to the delivery of your project reduces duplicative efforts, improves overall outcomes and develops important relationships within the community of involved organisations. In order to formalise and demonstrate the validity of these partnerships within a grant application, a Letter of Support is often mandatory or highly encouraged.

WHAT IS THE PURPOSE OF A LETTER OF SUPPORT?

A Letter of Support validates the credibility of your collaborative application. This testimony signifies your project has the potential to deliver the proposed results. It provides a compelling and persuasive reason for a funder to support your grant application. A Letter of Support outlines the significance of the partnership and is often written by an influential member of the partner organisation (i.e., CEO, CTO, General Manager

etc.). It will represent the applicant institution's commitment to the project and outline their specific role within the project. This document will align with the information provided in the grant application, including realistic timelines, project relevance and organisational investment.

A Letter of Support in Australia is often used interchangeably with Letter of Commitment and when a funder requests an applicant to submit letters, in most cases they are referring the aforementioned (grant guidelines will usually indicate what information is required within a Letter of Support for that specific grant). Letters supporting your project from organisations or cohorts that may benefit directly from the outcomes of the project, or organisations that have related missions or goals, can also strengthen your grant application and the validity of your request (even when these letters are not mandatory attachments for the application). This may be referred to as 'supporting documentation' and may be attached along with related media articles, interviews, architectural drawings and other related materials.

PARTNER ORGANISATION LETTER OF SUPPORT: CHECK LIST

To draft the ultimate letter supporting your partnership's grant application, use the following prompts as a guide.

Partner Organisation's Official Letterhead:

including formatting in line with grant guidelines (e.g., Two A4 pages, 12pt font, 0.5cm margins), including any additional requirements in the grant application.

Brief Profile of Partner Organisation:

including size, location, relevant products/services and goals.

Partner Organisation's Alignment to the Project:

including objectives, values, commitment and responsibilities. Ensure this is tailed to the specific Project named within the grant application.

Details of Partner Organisation's Cash or In-Kind Co-Contribution:

(Note: cash co-contributions should not be drawn from pre-allocated or previously awarded sources). If applicable, detail personnel involvement, their role and their contribution (e.g., 0.5 FTE.) Ensure this co-contribution matches what is detailed in the grant application.

Signature Block:

signed by an authorised person on behalf of the supporting organisation (e.g., CEO, General Manager) including their name and position within the organisation.

TIPS FOR A GREAT LETTER OF SUPPORT

There are several key points to consider when requesting or writing a great Letter of Support.

1. Firstly, the format may be stipulated within the grant guidelines referencing page length and character or word limit. It is important to fulfil these criteria to ensure the letter is accepted during the assessment period. Other key formatting requirements may be the inclusion of the supporting organisation's letterhead, or the requested file type may be PDF or JPEG. If your letter does not adhere to the formatting requirements, this will impact your chance of success.
2. Keep it simple. Even when you are not explicitly required to keep Letters of Support to one-to-two pages, it is ideal to do so. Good letters of support get to the point quickly, are clear and concise. Keep organisation descriptions to one

brief paragraph (who you are and what you do). Remember this letter of support is in relation to a proposal, so most of this letter should be in reference to the project and your involvement in it.

3. If partnering with another organisation, ensure your Letter of Support demonstrates commitment to the project. This letter is confirmational evidence of the project's success should the grant be awarded to you. It should extend beyond a statement in favour of the project. When articulating your role in the project as a whole, ensure the resources you may provide, the expertise you may offer and most importantly, the co-contribution you will provide are made clear.
4. Leave enough time! Despite being only short documents, letters of support must be reviewed and signed by the responsible partner, passing through appropriate delegations of authority. This process may take two or three weeks depending on the organisational structure of the partner organisation. The earlier the letter can be drafted, the less stress you and your team will be under as the submission deadline looms.
5. Demonstrate the proposed collaboration is genuine and the success of the project is your first priority. Whilst the grant award may be quintessential to the speed and success of your project, a collaboration for the sake of cash will always be less convincing than a collaboration in the name of innovation, social benefit or advancing industry practice.

EDUCATIONAL RESOURCES

If you are stuck on how to write a Letter of Support, there are additional resources which can be accessed online, related to putting together a grant proposal including the steps involved in writing a Letter of Support.

- [Community Grants Hub](#) from the Australian Government contains guidance for applicants to support their grant applications with strong evidence. These tips can be used to strengthen a Letter of Support through demonstrating capabilities, expertise, and importance of an issue.
- [Business.gov.au](#) from the Australian Government contains grant programs and guidelines documents as well as advice, events and training that may be available to you in your local area. In addition, you can find Letter of Support templates, grant information sessions, workshops, and webinars to begin your grantseeking journey.

Grant Bites

Tom Bligh

WHAT IS A CO-CONTRIBUTION?

Lots of grants require you to put in some of your own resources in order to be eligible for funding. Usually, the larger grant programs (i.e., upward of \$1m awards) will require a co-contribution. This can take a few forms - most commonly, its either cash, or an in-kind contribution:

Cash

Depending on the grant guidelines, this can come from a few different places – your own coffers, a separate grant, or from one of the project partners. Grant guidelines will stipulate clearly where this cash can be sourced from.

Usually, this must be cash that is strictly reserved for the project, not committed by your organisation for parallel or adjacent projects. For example, an applicant may believe ‘our organisation pays staff already for duties that are similar to ones that will be performed in the project’ OR ‘we already provide significant cash contributions to the lead applicant for a similar project, so that can count as our co-contribution, right?’ Wrong. Unless these resources will be allocated **directly** to the proposed project, they will not be eligible as a co-contribution.

The reason for such stringent rules is the funder wants to know you are committed to delivering this project with or without the grant input. They also want to see a solid commitment from the applicant(s). A good measure to assess project effectiveness is whether it can be completed without the grant award, i.e., the funder wants to be assured you are not there simply for the free money, but plan on making a significant impact or contribution.

In-kind

In-kind contributions are a little less straight forward and completely independent of ‘cash’ contributions. Essentially, an ‘in-kind’ contribution to a project is any good or service committed that is not cash. This can include volunteer hours, donated goods or services and usage of existing assets that the applicant owns for project purposes, such as premises or specialist equipment. See our grant bites from [ISSUE 1 of FUNDED Australia](#) for a more in depth look at in-kind contributions (including how to calculate them).

WHAT IS A PAF?

‘PAF’ stands for ‘Private Ancillary Fund’. A tax deductible organisation that has been endorsed for DGR status (see grant bites from Issue 1). PAFs are required to distribute at least 5% of the market value of their net assets annually. Grants for charities are a tax-deduction vehicle for the organisations that provide them, so PAFs will often also be grant-giving organisations.

Check out this article from the Australian Tax Office for more information: <https://www.ato.gov.au/non-profit/getting-started/in-detail/types-of-dgrs/private-ancillary-funds/>



Funding Agreements, Reporting, and Acquittals

Tom Bligh

Part of a comprehensive grants strategy for any organisation is knowing what to do with a grant when you win. Applications can be a gruelling process, and even after submission, it is often months before you'll hear an outcome. So, before you start applying for grants en masse, it is critical that your organisation is set up to handle grants agreements; to understand what they are, what you're committing to and how to curate healthy relationships with your funders!

In this article, we'll look closely at what funding agreements look like, what's involved in the execution process, common reporting requirements and how to submit a timely and satisfactory acquittal. First off...

FUNDING AGREEMENTS

What is a funding agreement?

A funding agreement can be considered similar to any other contract or agreement between two parties; in fact, they are legally binding you and the funder to the intended purpose(s) for the funds you have received. Typically, the details within a funding agreement won't come as any great surprise and will be consistent with what you said you would accomplish in your grant application as well as the grant guidelines you read before applying.

What do I need to look for in a funding agreement? What are the most important areas for consideration?

When reviewing the funding agreement:

- Double check what the agreement is committing you to. Is this the same as what you applied for? Cross-check with the application.
- Double check the funding amount. This is critical; sometimes a funder will award partial funding and not be super specific about it. Alternatively, they may choose to fund you throughout the project in instalments.
- Double check the timing of activities (i.e., when the project will start/end and any milestones).

All of this should be set out clearly in the funding agreement and is often referred to as 'funding schedule' or similar.





What do I do with a funding agreement?

If successful in your application, you will receive an email, letter, or phone call with the good news. Most of the time this correspondence will include instructions on how and when the funder wants the agreement signed and returned. Sometimes, the agreement will be included within this correspondence.

Once you and the funder have signed the agreement it is considered executed.

If you have a legal department or representation, get them to look over the contract before signing it!

This can slow things down, but it's very important. Contracts are part of their job and ultimately their responsibility (and they will be annoyed if you're entering your organisation into agreements without letting them know...rightly so).

Funding agreements **must** be signed (and often witnessed) by an authorised member or members of your organisation (i.e., CEO or General Manager). Your CEO doesn't have time to read all of the fine print, so you can all rest assured everything is savvy if your legal team look over it and give it the tick of approval.

If you do not have a legal team or representation, look over this agreement very carefully; make sure the correct delegation of authority is followed. If you are not sure, call the funder to confirm.

If I am successful for a grant and presented with a funding agreement, am I obligated to sign and accept the funding?

No. And it isn't uncommon to decline funding. Sometimes you will no longer be in a position to commit to what you wrote in your application. This happens and it isn't a big deal. It can take 3-6 months for applications to be assessed. Things change and funders will understand that.

Don't be afraid to contact the funder to decline or renegotiate the terms of the funding agreement. While grant award amounts are

unlikely to be up for negotiation funders will be understanding of your position and will often be open to amending the funding agreement so that your project can proceed.

If you are unable to deliver a project at all, or circumstances have changed so drastically from when you applied, the funder won't mind. They **WILL** mind if you sign the agreement thinking 'what the heck, let's see if we can do it', and then fail to deliver. That will really damage your relationship with that funder, hurt your reputation, and potentially land you in hot water...

...let's talk about that.

What happens if I can't deliver what is set out in the funding agreement?

If you can't do what you are contractually obliged to deliver under a grant agreement, you will likely have to return the grant money. However, this may not always mean the entire amount. Let's say, hypothetically, that you are halfway through a project and it falls through; depending on the terms of your agreement, you may only have to return the money you haven't spent (provided the money you have spent thus far has been on eligible activities). This is a conversation you need to have with your funder.

Contact your funder as soon as any problems arise. They are understanding and will try to work out an ideal solution for all parties. Revisions such as extensions to deadlines can be made (it is worth noting that if revisions to funding agreements are made, a new agreement will usually need to be drawn up and executed). If you are having problems that can be resolved with more time, more often than not, the funder would rather have the funds spent on the project they committed money to than worry about having it returned (which causes more headaches for them). The bottom line here is communicate with your funder and **don't wait until a week before the final report on the project is due (often referred to as an acquittal; we'll get to those).**



REPORTING & ACQUITTALS

Almost all grant funders will expect you to report to them on your progress. What did you do with our money? This is known as an ‘acquittal’ of the funding.

A grant that has been awarded, spent, the project delivered and final report delivered is considered to be ‘acquitted’.

The timing of acquittals is usually dependent on the length and scope of the funded project. Typically, if it’s under 12 months or a relatively small amount of grant funding [say, less than \$50k], you will only have to report once. This also depends on the funder, type of project, etc. If it is a relatively simple, discrete project, then reporting is often straightforward. If your project spans over several years, then you might need to provide interim reports every 6 or 12 months. It will all be set out plainly in your funding agreement.

You will be asked to provide financial receipts for everything you spent the money on; and I mean everything. Down to the cent. Occasionally, there is a discretionary amount of funding that doesn’t have to be acquitted (say, if you’re roughly \$50 under on a \$10,000 grant). But don’t count on this, and make sure you understand these terms **before** you sign the agreement.

Your funder might also request that you include photos of completed activities and/or sign off from the project manager(s) and/or authorised representative from your organisation.

A SUMMARY OF OUR KEY POINTS:

Funding agreements are just like any other contract. These are legal documents and you can put your organisation in difficult situations if you aren’t careful. Take time to review any funding

agreement you receive, make sure it passes through all the appropriate channels at your organisation and remember – you don’t have to sign it!

As always with grants, don’t be scared to contact the funder. They won’t mind so long as you allow a reasonable amount of time for things to be amended. Any contract can be changed if all parties agree. The funder wants the project you promised to deliver, not the money.

Be meticulous with your receipt and record keeping. Spend every cent the way you said you would. If any difficulties arise, refer to the previous paragraph.

Take photos if appropriate, even if you are not required to. Depending on the funder and your relationship with them, these can be a nice touch to include with a final report and make you a more attractive applicant for future grants.

So long as you were truthful in your application and didn’t tell terrible porky pies, none of this should be intimidating. Do not lie or ‘stretch the truth’. What you write is literally what the funder will ask you to do. Here’s a very silly example:

- In the application you write: “oh yeh, we can deliver this program Australia-wide and include 500,000,000 people and fly a rocket to the moon and back for \$100 in six months!”
- Funder: “Great! Do it, please. Here’s the \$100. See you in six months!”
- You: “...oh dear”

Stay tuned for our next edition of FUNDED when we take a deeper dive into Grants Administration. ‘What do I do when it starts raining grants?’ ‘How can I keep track of all of my applications and when things are opening up?’

A Guide to International Funding and Collaboration: Show me the Money!!!

Anna Terziman



PART 1: HOW TO GET STARTED

Cost of doing business

The impacts of COVID-19 have been undeniable as the critical factor in pushing Australian companies towards international expansion over the past 2-3 years. According to the [Global Empowerment Study](#) commissioned by Amazon Australia, business owners intend on expanding globally for three key reasons:

1. increase revenue (49%),
2. expand their customer base (43%), and
3. future proof their business (28%).

Furthermore, three out of four Small to Medium Enterprises (SMEs) with existing international footprints cite the impact of COVID-19 as a factor for their consideration of furthering their global push, with 96% not having any regrets of considering global expansion, and over 80% wishing they'd started this journey sooner.

However, despite this resounding success, the study also found that a quarter of SMEs admitted to feeling overwhelmed about overseas expansion, with one in five being unsure where to begin. More than one in four SMEs felt they didn't have the right tools, support, or knowledge to expand globally on their own or the know-how to find cost-effective solutions to handle shipping and fulfillment.

Why should your company go global?

In our increasingly digitised and interconnected world, most items are available at the single click of a button. Consumerism is rampant, SMEs cannot afford not to go global – and doing this with a partner may seem a lot less frightening than taking all the risk alone. In fact, international expansion is often difficult without collaboration, whether this is an investor, partner, or a support network, as the sum of the partnership is worth more than what each individual organisation can achieve on its own.

Donors and grant makers know this and will often stipulate a partnership requirement as part of their eligibility criteria when opening a 'Call for Proposals' on a grant program. However, finding a partner can often be a difficult, lengthy, and frustrating endeavor, especially when applying for funding on a global scale.

If you have been asking yourself the question on whether you should be taking your company or project to the next level but are not quite sure where to start – keep reading!! We aim to provide some of the best resources and strategies on finding international partnerships, initiating them, and seeing them through to fruition. Further in this article and our subsequent editions, you will find resources to support collaborative initiatives for Start-ups and innovators, SME's, research organisations and think tanks, as well as not-for-profits, and corporations.

Why does the Australian Government support international partnerships and collaborations?

The promotion of Australia and its interests through commerce or collaboration initiatives strengthens our strategic and political ties across the world. By helping build stronger communities and more stable government, Australia improves its own economic and security interests. This takes the form of international collaboration initiatives, such as Official Development Assistance (ODA), Research and Development partnerships, and product commercialisation and delivery to those nations. Additionally, this is underpinned by the promotion of aid for trade, infrastructure development, education, food security, and leveraging private sector finance in conjunction with other nations across the globe.

This is supported by various state-based and Federal agencies, which manage numerous programs, grants, awards, networking events, and more. These resources best align themselves to entities or industries.

How to start?

There is no hard or fast rule on how to start an international collaboration, and better yet find a grant program to support it, so we have made a list of the Federal and State resources available for you, including support mechanisms, networks, and grants to promote collaboration and expansion into the global market. Additionally, many of the suggested programs offer mentorship and resources to support the business network.

Resources for Innovators and Start-ups

The [Canberra Innovation Network \(CBRIN\)](#) aims to connect businesses, universities, and research institutions to support a range of innovators and early-stage start-ups with business connections, advice, workshops, and funding programs. Each year, the CBRIN has more than 10,000 visitors across 250 events, offering support to small businesses with high growth potential. This includes monthly networking events and Female Founders events to engage entrepreneurs across Australia. Programs to be on the lookout for:

- **Griffin Accelerator** – provides a \$25,000 seed investment for start-ups as well as 3 months of intensive business support.
- **Kiln incubator** – entitles the winner access to mentors, experts and advisors who will support the start-ups through growth and scaling opportunities.
- **Innovation Connect grants** – support innovators and start-ups with matched funding (co-contribution required) grants of \$10,000 to \$30,000. This grant is also applicable to entrepreneurs.
- **Corporate Innovation Programme** – entails a half-day to multi-day events to find new solutions for products collaboratively





For SMEs, Corporations, and Not-for-Profits

The [Department of Foreign Affairs and Trade](#) (DFAT) promotes and protects Australia's international interests to support its security and prosperity. This is achieved through several programs including:

- [Australian Cultural Diplomacy Grants Program](#) supports the economic and social recovery efforts of Australia's creative industries to provide funding for projects that promote Australia's cultural and creative industries overseas. This is a multi-year program that awards between \$10,000 to \$60,000 for up to three years.
- [Foundations, councils, and institutes](#) page provides information on the cultural councils of Australia's strategic and commercial partners. The individual pages provide grant programs relevant for nation. These range anywhere from \$10,000 to \$100,000.
- [AsiaLink Business](#) – assists businesses at all stages to seize opportunities in the Asian and Indo-Pacific markets. This includes extensive market research and business support, practical training programs, advisory services, and events to enable businesses to enter and grow with Asia.

- [AusConnect](#) – is a platform intended to connect businesses and individuals with international organisations by promoting jobs, tenders, and grants from other nations.
- [AusTender](#) provides a centralised publication of Australian Government business opportunities, annual procurement plans, and contracts awarded.

The [Australian Trade and Investment Commission](#) is the Australian Government's international trade promotion and investment attraction agency. They provide advice and assistance, as well as funding opportunities for exports and trade development. Some export grants include:

- [Export Market Development Grant program](#) helps Australian businesses grow their exports in the international market. This grant encourages small to medium enterprises to market and promotes their goods and services globally. This is a multi-year grant up to 3 years, and awards 3 different grants based on the applicant's export business maturity. These range between \$40,000 to \$150,000. Applications are open between 31 May and 05 July 22.



For Research, Science, and Technology initiatives

The [Department of Industry, Science, Energy, and Resources](#) has developed several initiatives to promote research and development of organisations and universities, technology development and the implementation of scientific solutions to enhance international collaboration. Programs and initiatives to stay abreast of:

The [Global Science and Technology Diplomacy Fund](#) was announced as part of the 2021-22 Budget. The fund supports strategically important science and technology collaborations with global partners. This program will underpin and consolidate the [Australia-India Strategic Research Fund](#) and the [Australia-China Science and Research Fund](#). Additionally, this Fund provides grant programs in support of these initiatives.

Other resources

Additional resources to keep in mind to are the [Partnering with Australia on Innovation, Science, and Research](#) booklet, outlining some of the opportunities for international organisations and individuals to partner with Australia on cutting-edge innovation, science, and research.

Additionally, every country has a range of intermediary organisations specialising in finding partners for a collaborative project, often using their extensive business network to align different stakeholders. It is also common for governments, industry partners, and universities to have an open invite for international collaboration. This is usually advertised on the relevant entity website.

Conclusion

Before considering an international collaboration, decide for yourself if your company is ready for expansion overseas, and what you want to achieve by forming the partnership. Think about how your project would benefit from a collaborative approach, and what each party could bring to the table. Finally, do not miss out on the next issue where we discuss **Part 2: 'How to find a partner and establish the partnership'**.



Grants Office Australia: Grantscasts

Since our last issue, Grants Office Australia has begun conducting free, monthly grant-related webcasts (or 'Grantscasts'). Here are the topics we've covered so far as well as some upcoming events to look forward to, with links to the previous broadcasts for you to catch up on:

January: [Building Your Grants Strategy For 2022](#)

February: [Previously Funded Projects: How To Leverage Valuable Lessons From Past Recipients For Your Own Grantseeking Efforts](#)

March: [Going Global: Grant Funding For Australian Bilateral Partnerships](#)

April: [Sustainability In Business: Leveraging Grant Funding For The Future](#)

May: [Cyber Security Grants In Australia](#)

June: [Special Broadcast: Grants For Qld + Nsw Businesses Affected By 2021-22 Flood Events](#)

June: [Disaster Recovery Planning: Achieving A Resilient Future For Small Business](#)

July (Upcoming): [Million Dollar Manufacturing Grants: What To Expect This Year](#)

**MAKE SURE TO SUBSCRIBE TO RECEIVE DETAILS
ON ALL OF OUR UPCOMING GRANTSCASTS!**



BIG NEWS!

**Grants Office is now supporting
12 countries in 3 continents!**

Get a sneak peak of our Netherlands location at www.grantsoffice.nl
and check out the [map](#) of our worldwide coverage!