



Innovation and
Science Australia

Entrepreneurs' Programme Committee Meeting

Wednesday 10 April 2019

Department of Industry, Innovation and Science

TABLED PAPERS

Order of Proceedings

Agenda Item 2.6 S 22

Agenda Item 3.2

Agenda Item 4.1 **Entrepreneurs' Programme Delegate Report**

Agenda Item 6 S 22

Agenda Item 7

Agenda Item 7.5

Agenda Item 8.1 **Finance Report.**

Entrepreneur's Programme Committee
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Papers may have been removed where material conflict has been identified.

ENTREPRENEURS' PROGRAMME COMMITTEE

ORDER OF PROCEEDINGS & PROPOSED TIMINGS

Melbourne Room, Australia Post Building, Level 5, 111 Bourke Street, Melbourne

Wednesday 10 April 2019

9.00am – 5.00pm AEST

S 22

	4	Programme Reports	
	4.1	Entrepreneurs' Programme Delegate Report	Steve Stirling
	5	Other Business/Feedback	
S 22	5.2	Feedback to Innovation and Science Australia Board	Chair

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3.20pm	8	Operational Reports	
	8.1	Finance report	Committee
S 22			
4.20pm	9	Programme Policy	Chair
	9.1	Programme Policy update	S 22
S 22			



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Innovation and
Science Australia

MEETING OF
Entrepreneurs' Programme Committee

10 April 2019

FOR

FOR NOTING

Presented by: AC & ISI Program Management

Recommendations

1. The Committee note the report.

This paper provides a summary of the grants approved to date, sector detail, approval rates and other updates for Accelerating Commercialisation and the Incubator Support initiative.

Accelerating Commercialisation

Accelerating Commercialisation (AC) was opened for applications on 1 November 2014.

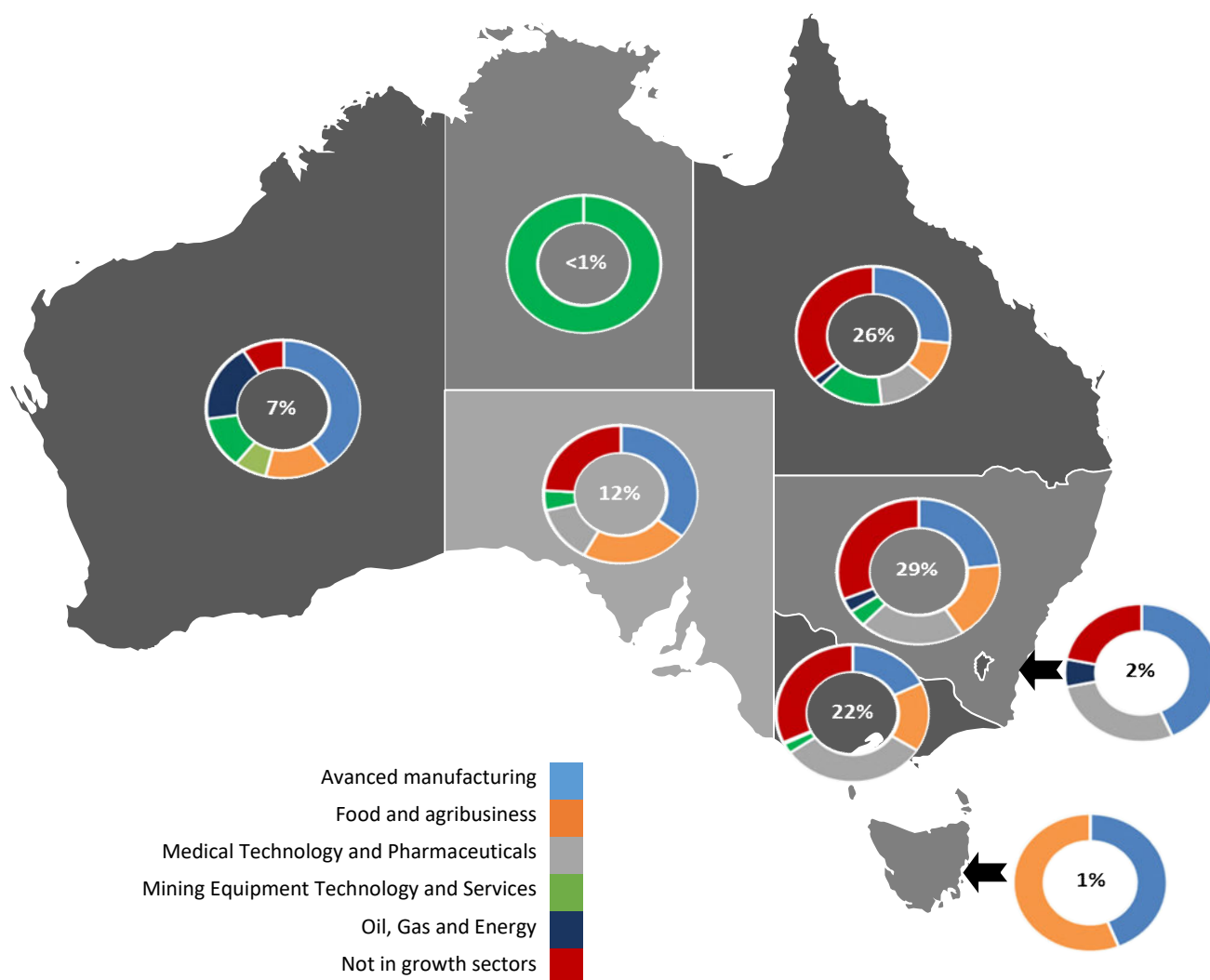
From launch to 31 March 2019, a total of 390 grants have been approved by the Programme Delegate totalling almost \$192 million.

Table 1: Approved grants and by sector

	No. grants	\$m
Advanced manufacturing	93	50.497
Food and agribusiness	55	29.682
Medical technology and pharmaceuticals	65	35.902
Mining equipment technology and services	28	13.675
Oil, gas and energy	10	5.751
Total in growth sectors	251	135.507
Not in growth sectors	139	56.451
Total grants approved	390	191.958

Figure 1: Approved projects by state

The map below shows the number of approved projects in each state by Sector and the proportion of total funding allocated as a percentage.

**Table 2: Total services and approval rates**

Services/grants	2014/15	2015/16	2016/17	2017/18	2018/19 (as at 31 Mar 2019)	Totals
EOIs	S 47E(d)				751	S 47E(d)
Applications considered					102	
Applications approved	31	95	116	75	73	390
Approval rate as % of grant applications	S 47E(d)				72%	S 47E(d)
Approval rate as % of EOIs					10%	

As at 31 March 2019

Case Study: Earth Radar - Google Maps for what's underground

Earth Radar Pty Ltd was founded in July 2013 to focus on solving key infrastructure sector problems. Globally, underground utility strikes cost billions of dollars and Earth Radar has focused on providing technology that provides faster, more accurate and deeper methods for locating and digitally mapping subsurface utilities. In addition, the company's technology can be utilised in the maintenance of paved roads, highways and airports allowing more accurate pinpointing of required repair and maintenance. Earth Radar has developed a ground penetrating radar (GPR) technology that could be called the Google Maps of what is underground.

Earth Radar accessed \$968,000 of Accelerating Commercialisation funding to develop its GPR technology. Full-scale manufacturing challenges are being overcome rapidly. Accelerating Commercialisation support was used to develop early prototypes, assist with strategic and investor partner connections, and opening opportunities into other government and private market sectors. It helped drive products and services into the global commercial markets by helping to address manufacturing scaling, international distribution and support issues and thorough condition testing of the products under multiple scenarios.

Further, Accelerating Commercialisation was the catalyst for Earth Radar to grow from 8 to 13 employees and for the company to obtain further international orders from Asia and generate interest from the Australian Defence industry.

Incubator Support Initiative

Launched on 20 September 2016, the \$23 million Incubator Support initiative's objective is to assist Australian start-ups to develop the capabilities required to achieve commercial success in international markets and realise their economic potential faster than they otherwise would, and to develop Australia's innovation ecosystem including in regional areas.

Key Statistics

As at 31 March 2019, a total of 111 grants worth over \$18.3 million have been approved across both streams.

New and Existing Incubators

- 38 projects with a total value of over \$15.6 million have been approved S 47E(d)
S 47E(d)
- 13 NEI projects are primarily delivered in regional areas (seven have accessed the regional grant ratio of 65%). Two projects are being delivered across both metro and regional areas.

Areas covered by the 13 regionally focussed projects	
NT	Darwin
SA	Mt Gambier / Whyalla
NSW	Bega / Wagga / Armidale (2) / Byron Bay / Mungindi
VIC	Waurm Ponds / Beechworth / Churchill
QLD	Emerald / Yungaburra / Sippy Downs / Rockhampton
WA	Albany (2) / Busselton / Northam

Expert in Residence

Expert-in-Residence (EIR) applications are assessed by the department. Applications under \$50,000 are assessed against eligibility criteria only, whereas applications \$50,000 and over are additionally assessed against Merit Criterion 2.

- 73 EIR applications with a total value of over \$2.7 million have been approved.
- 116 experts have been seconded into Australian incubators. Of these:
 - 38 are female and 78 are male;
 - 37 projects have seconded experts from overseas and 79 projects have seconded experts from within Australia.

Budget Status

S 47E(d)

The Program Delegate will provide a further update on the ISI budget at the 10 April EPC meeting.

Regional Incubator Facilitators (RIF) update

In the context of the initiative's remaining funding allocation, S 47E(d)

Region	RIF
ACT, NSW, QLD and the NT	S 22
WA, VIC, SA and TAS	

Figure 1: Approved projects by state and funding component

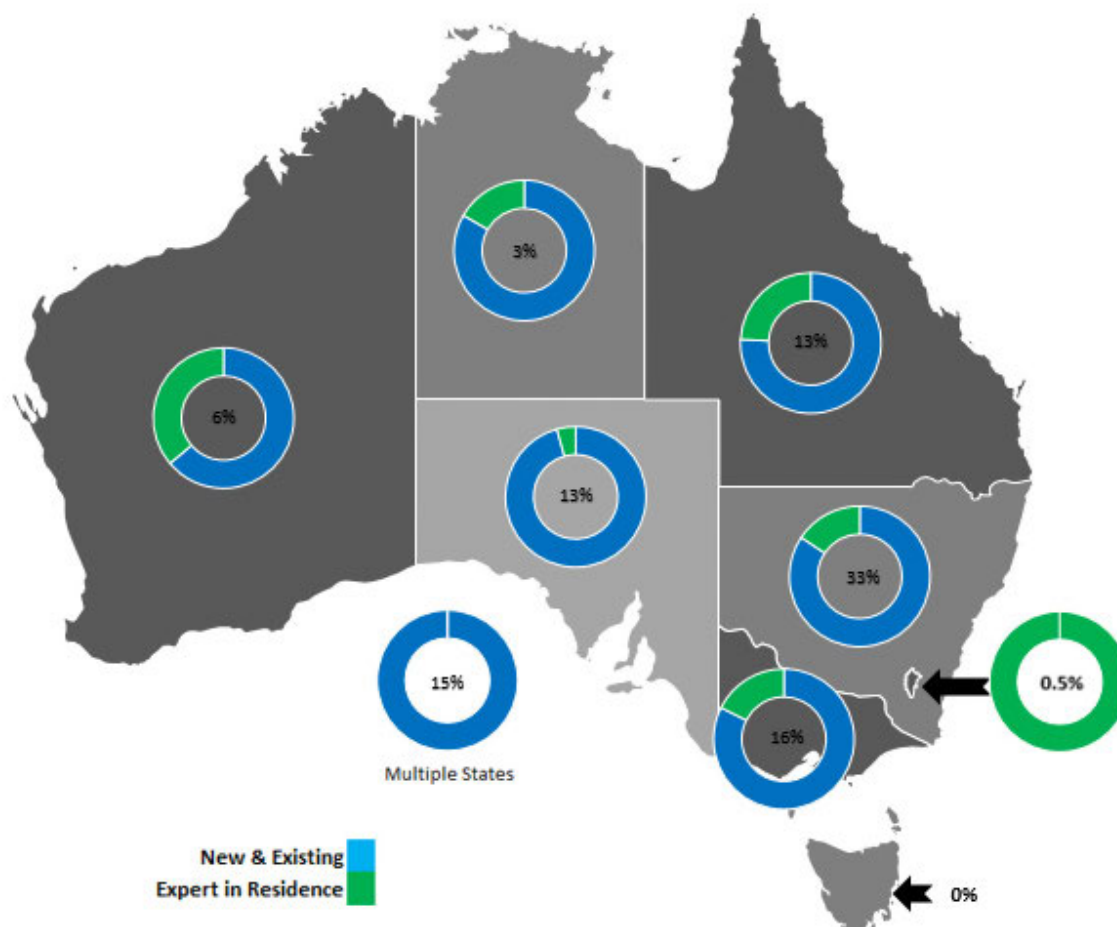


Table 1: Project distribution

State	NEI	NEI Value	EIR	EIR Value
NSW	14	\$ 5,092,470	20	\$ 943,688
VIC	5	\$ 2,491,100	17	\$ 532,135
QLD	5	\$ 1,790,474	16	\$ 570,461
WA	2	\$ 732,250	14	\$ 415,450
ACT	0	0	2	\$ 75,000
NT	1	\$ 500,000	1	\$ 100,000
SA	5	\$ 2,195,705	3	\$ 99,475
TAS	0	0	0	0
Multiple States	7	\$ 2,805,285	0	0
TOTAL	39	\$ 15,607,284	73	\$ 2,736,209

Table 2: New and Existing Incubators - Metropolitan and Regional projects

	Number of projects	Value of projects
Metropolitan projects	23	\$9.3 million
Regional projects	13	\$5.6 million
Both Metro and Regional	2	\$0.7 million

Case Studies

New and Existing Incubator project – total grant \$382,000

In May 2018, the University of Wollongong - Bega Campus was awarded \$382,000 for its 'Bega Valley Innovation Hub - Fostering Regional Entrepreneurship' project. Over a two year period, the University of Wollongong, partnering with iAccelerate, will support regional start-ups by rolling out its first regional hub and spoke model in the Bega Valley.

iAccelerate is Australia's most active start-up accelerator and incubator with a focus on developing regional entrepreneurial capabilities to stimulate new economic and job opportunities.

iAccelerate is developing a Regional Entrepreneurial Ecosystem to provide access to iAccelerate's specialised programming and substantial growing support network across the region, Australia and internationally. With a focus on developing regional entrepreneurial capabilities, the program will offer a structured incubator program, national and international mentoring, seed funding, workshops and more to local entrepreneurs looking to develop new business ideas.

Qualifying iAccelerate startups have access to the \$10M iAccelerate Seed Fund that provides critical financial support that can be leveraged for further investment. In order to facilitate reaching entrepreneurs working across the region iAccelerate will support startup hubs in regional communities, the first of which will be the Bega Valley.

A launch was held on 14 March 2019, to officially open the program, and welcome the first cohort of startups. This launch was attended by our [S 22](#) who addressed the audience.

Expert-In-Residence projects – total grants worth \$123,540

Under the Expert-in-Resident funding component, the University of Wollongong (North Wollongong Campus) has also been awarded two grants to support its iAccelerate program.

The first grant of \$23,540 was awarded in August 2017 for its 'Workshops and intensive one-on-one's for Social Enterprise Startups' project. [S 22](#)

[S 22](#) was seconded in to provide mentoring and workshop training for start-ups and social enterprise residents in the iAccelerate program. He also engaged with the iAccelerate IMPACT Conference and Bootcamp for a 6 day period, and provided intensive 'one on ones' with selected start-ups. This project was successfully completed in March 2018.

The second grant was for the maximum amount of \$100,000 that can be awarded under this funding component. The University of Wollongong (North Wollongong Campus) was awarded this grant for its project entitled 'Embedding Design Thinking Capability in iA Educate Program'. Under this project, US Design Thinking and Innovative Manufacturing expert is joining iAccelerate to deliver training workshops and mentoring support. [S 22](#) will be working with iAccelerate for 12 months with a focus on developing training workshops for our startups and train-the-trainer session for iAccelerate educators to embed this capability in the program. [S 22](#) will also be undertaking a mentor role at iAccelerate to further support our startups in design thinking on a one-to-one basis. The project is due to conclude in January 2020.

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Innovation and
Science Australia

MEETING OF
Entrepreneurs' Programme Committee
10 APRIL 2019

Agenda Item 8.1 Accelerating Commercialisation – Financial Report
As at 3 April 2019

Background

Accelerating Commercialisation (AC) was opened to applications on 1 November 2014. The grant component of the program's appropriation for the next four years is:

	2018-19	2019-20	2020-21	2021-22
	\$m	\$m	\$m	\$m
Current Grant allocation	44.647	46.100	46.100	46.000

Meetings to Date

At previous Committee meetings 388 applications have been approved for a total of \$192.785 million in funding. This figure includes extensions of funds approved by the Program Delegate and excludes decommitments for unutilised grant funds.

The remaining uncommitted grant funds in the program for the current year and over the next three years is as follows:

	2018-19	2019-20	2020-21	2021-22
	\$m	\$m	\$m	\$m
Appropriation (Grant Component Only)	44.647	46.100	46.100	46.000
Current Commitments	37.025	8.396	0.577	0.000
Uncommitted funds	7.622	37.704	45.523	46.000

10 April 2019 Committee Meeting Summary

S 47E(d)

The funds that would be committed based on Commercialisation Advisers' scores and various pass levels is shown in the following table:

S 47(1)(b)

Future Outlook

- S 47(1)(b)

- On average, approximately 50% of expenditure for Accelerating Commercialisation projects occurs within the first six months with the remaining 50% occurring over the following 18 months.

Commitments by Growth Centre of the Industry Growth Component

The table below represents expenses and commitments attributed to Industry Growth Centres as part of the AC element of the Entrepreneurs' Programme. Please note that this table includes the commitments attributed to the Growth Sectors where the AC budget is funding the projects. The table includes expenses since the commencement of AC in April 2014 and current commitments.

Growth Centres	Number of Projects	Total Commitments \$m
Oil, Gas and Energy	10	5.809
Advanced Manufacturing	91	49.235
Medical Technology and Pharmaceuticals	65	36.302
Mining Equipment Technology and Services	27	13.881
Food and Agribusiness	54	29.059



Innovation and
Science Australia

Entrepreneurs' Programme Committee Meeting

Wednesday 11 December 2019

Department of Industry, Innovation and Science
Darling Park Tower 3, Level 18, 201 Sussex Street, Sydney

TABLED PAPERS

Order of Proceedings

Agenda Item 4.2 **AC Statistics paper.**

Agenda Item 4.3 **ISI Statistics paper.**

Agenda Item 6 **S 22**

Agenda Item 7

Agenda Item 7.5

Agenda Item 8.1 **Finance Report.**

Entrepreneur's Programme Committee
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ENTREPRENEURS' PROGRAMME COMMITTEE

ORDER OF PROCEEDINGS & PROPOSED TIMINGS

Darling Park Tower 3, Level 18, 201 Sussex Street, Sydney

Wednesday 11 December 2019

8.30am – 4.00pm AEST

Proposed Time	Item	Description	Presenter
S 22			
	4	Programme Reports	
	4.1	Entrepreneurs' Programme Delegate Report	Emma Greenwood
	4.2	AC Statistics Paper *	
	4.3	ISI Statistics Paper *	
	5	Other Business/Feedback	
S 22			
	5.2	Feedback from Innovation and Science Australia Board	Chair
S 22			
	5.3	Feedback to Innovation Science Australia Board	Chair





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	2.30pm	8	Operational Reports	
S 22		8.1	Finance report	Committee
	3.40pm	9	Programme Policy	Chair
S 22		9.1	Programme Policy update	S 22

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MEETING OF
Entrepreneurs' Programme Committee

11 December 2019

FOR

FOR NOTING

Presented by:

Accelerating Commercialisation Program Management

Recommendations

1. The Committee note the report.

This paper provides a summary of the grants approved to date, sector detail, approval rates and other updates for Accelerating Commercialisation.

Accelerating Commercialisation

Accelerating Commercialisation (AC) was opened for applications on 1 November 2014.

From launch to 31 October 2019, a total of 418 grants have been approved by the Programme Delegate totalling just over \$203 million in matched grant funding.

S 47E(d)**Table 1: Approved Grants and by Sector**

	No. Grants	\$M
Advanced manufacturing	100	52.771
Food and agribusiness	63	33.343
Medical technology and pharmaceuticals	70	37.805
Mining equipment technology and services	29	14.623
Oil, gas and energy	11	6.701
Total in Growth Sectors	273	145.243
Not in growth sectors	145	58.113
Total Grants Approved as at 31 October 2019	418	203.356

Figure 1: Approved AC projects by state

The map below shows the number of approved AC projects in each state by Sector and the proportion of total funding allocated as a percentage.

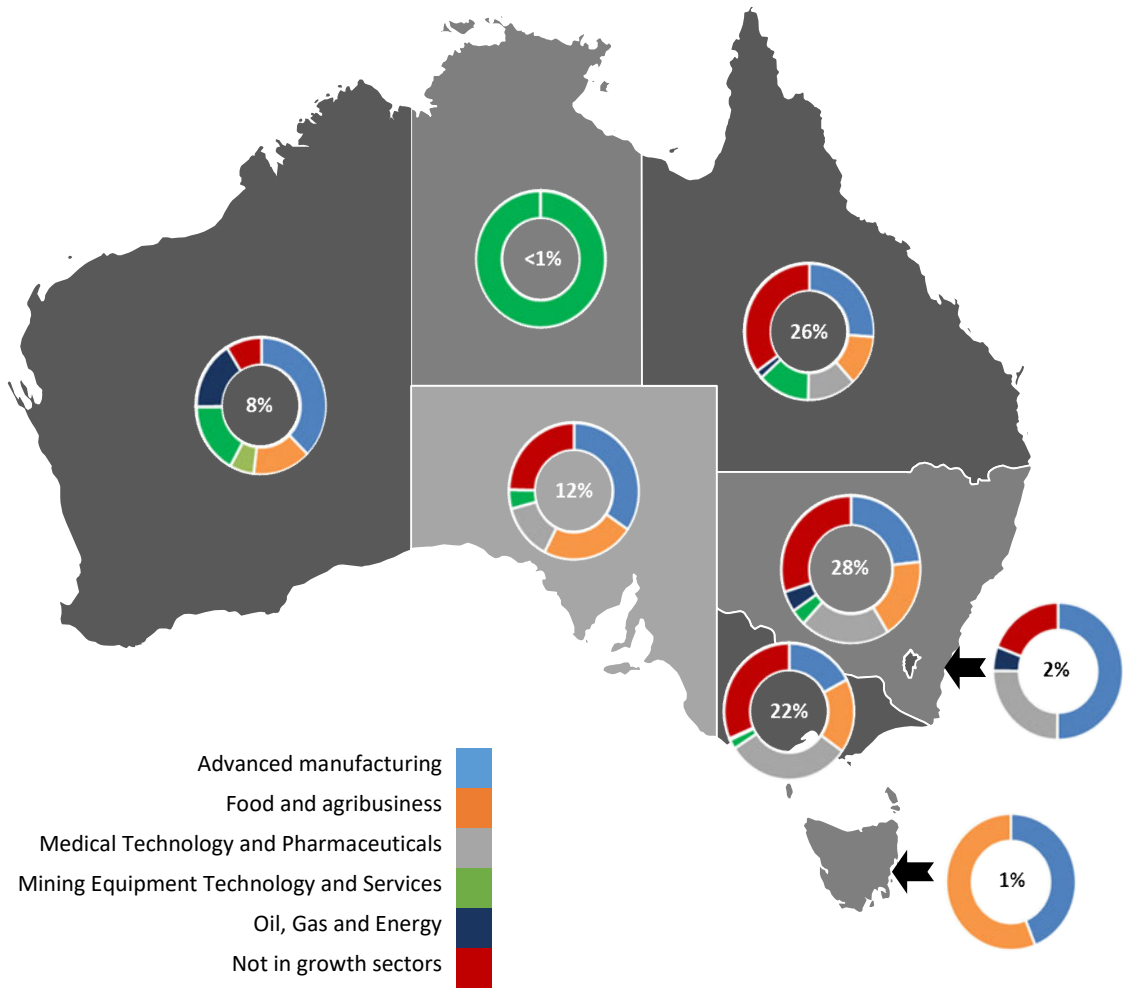


Table 2: Total AC services and approval rates

Services/grants	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20*	Totals
Applications approved	31	95	116	75	83	18	418

*As at 31 October 2019

Case Study: Baraja Pty Ltd – 3D laser-eyes for self-driving cars (3D LiDAR)

Baraja Pty Ltd (Baraja) received an Accelerating Commercialisation (AC) grant of \$1 million to bring its LiDAR sensor for self-driving cars to market. The AC support was used to further develop, miniaturise and customise the product as well as to achieve automotive grade qualification and first sales. Baraja's 3D LiDAR overcomes many of LiDAR's previous limitations with a sensor capable of being scaled up to automotive volumes and down to automotive prices. The technology has no moving parts, is small, cheap, ultra-reliable and immune to interference, making it commercially viable for self-driving cars and other applications such as automation equipment and industrial robotics.

The company has taken its staff numbers from five to a staggering 95 and has also raised A\$45 million Series A capital since being founded. The AC grant came after seed funding making an impact that the company says cannot be underestimated. Baraja are competing with the largest and best funded companies in the world.

Baraja now has offices in San Francisco and Shanghai, and have a Japanese distribution agreement. Baraja has also been support by the Entrepreneurs' Programme Innovation Connections element.

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MEETING OF
Entrepreneurs' Programme Committee

11 December 2019

FOR

FOR NOTING

Presented by: Incubator Support Initiative Program Management

Recommendations

1. The Committee note the report.

This paper provides a summary of the grants approved to date, sector detail, approval rates and other updates for the Incubator Support Initiative.

Incubator Support Initiative

The \$23 million Incubator Support Initiative (ISI) was launched on 20 September 2016, as an element of the Entrepreneurs' Programme. Funded through to 2019-20, the ISI provides grant assistance to new and existing incubators delivering high quality services to Australian start-ups to help increase their chances of achieving commercial success in international markets and assist them to realise their economic potential faster than they otherwise would.

It also provides incubators with access to top quality research, managerial and technical talent through incoming and outgoing secondments of national or international experts.

Funding is provided through two funding components, New and Existing Incubators (NEI) (up to \$500,000 grants) and Expert-in-Residence (EIR) (up to \$100,000 grants).

First-generation Migrant and Refugee Expansion

During the 2019 Federal Election campaign, the Government announced a \$5m new funding commitment to support first generation migrant and refugee start-up entrepreneurs through the ISI. Program funding has been committed over four years, commencing in 2019-20.

Migrants and refugees are recognised as important contributors to the start-up ecosystem and are known for establishing innovative new businesses and undertaking entrepreneurial pursuits. The expanded initiative will focus on developing the capabilities of first generation migrant and refugee founders to assist them to realise their economic potential in international markets

Draft Program Guidelines have been cleared through central agencies and are currently with the Minister for approval. It is expected that the expanded initiative will be launched early in 2020.

Key Statistics

As at 30 November 2019, a total of 135 grants worth over \$21.8 million have been approved.

New and Existing Incubators (NEI):

- 46 projects worth a total of over \$18.5 million have been approved **S 47E(d)**
- The majority of projects are open to start-ups from multiple sectors. Of sector specific incubators, most are targeting the following:
 - Agri-tech/food technology (11)
 - MedTech/Health/Biotech (9)
 - Advanced manufacturing/Hardware (7)
- 18 NEI projects are primarily delivered in regional areas (13 have accessed the regional grant ratio of 65%). Two projects are being delivered across both metro and regional areas.

Areas covered by the 18 regionally focussed projects	
NT	Darwin
SA	Mt Gambier / Whyalla
NSW	Bega / Wagga / Armidale (2) / Byron Bay / Mungindi / Orange
VIC	Waurm Ponds, Beechworth, Churchill, Gippsland, Morwell, Wonthaggi, Sale, Leongatha, Drouin, Bairnsdale, West Wodonga, Bendigo, Mildura, Shepparton
QLD	Emerald / Yungaburra / Sippy Downs / Rockhampton
WA	Albany (2) / Busselton / Northam
TAS	Hobart (2) and Launceston (2)

Expert in Residence (EIR):

EIR applications are assessed by the department. Applications up to and including \$50,000 are assessed against eligibility criteria only, whereas applications greater than \$50,000 are additionally assessed against Merit Criterion 2.

- As at 30 November 2019, 89 EIR applications worth over \$3.3 million have been approved.
- 163 experts have been seconded under the initiative. Of these:
 - 160 experts have been seconded into Australian incubators, and 3 Australian experts have been seconded into overseas incubators;
 - Of the 160 seconded into Australian incubators:
 - 53 are female and 110 are male;
 - 44 experts have been seconded from countries including: USA; UK; Israel; Singapore; China; Malaysia; Spain; Netherlands; India; Turkey; Germany; Sweden; North America; Bosnia and France.

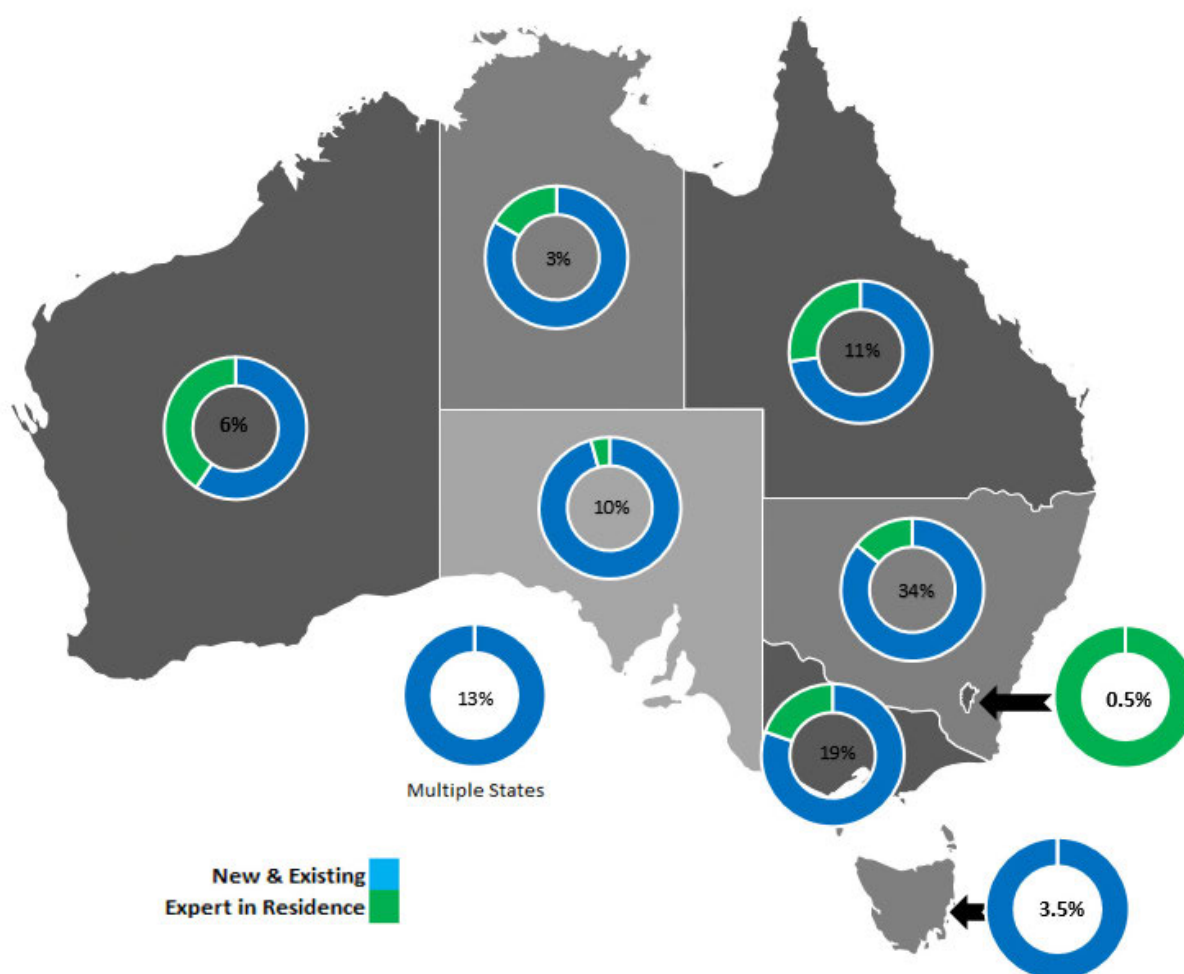
NEI and EIR approved projects by geographic and regional location

Table 1: New and Existing Incubators - Metropolitan and Regional Projects

	Number of Projects	Value of Projects
Metropolitan projects	26	\$10.1 million
Regional projects	18	\$7.6 million
Both Metro and Regional	2	\$0.75 million

Table 2: ISI Project distribution – (NEI and EIR)

State	NEI	NEI Value	EIR	EIR Value
NSW	17	\$ 6,317,849	23	\$ 1,049,668
VIC	8	\$ 3,334,423	23	\$ 814,860
QLD	5	\$ 1,790,474	19	\$ 664,661
WA	2	\$ 732,250	18	\$ 501,275
ACT	0	0	2	\$ 75,000
NT	1	\$ 500,000	1	\$ 100,000
SA	5	\$ 2,195,705	3	\$ 99,475
TAS	2	\$905,347	0	0
Multiple States	6	\$ 2,805,285	0	0
TOTAL	46	\$ 18,581,333	89	\$ 3,304,939

Figure 1: Approved projects (NEI and EIR) by state and funding component

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MEETING OF
Entrepreneurs' Programme Committee
11 DECEMBER 2019

Agenda Item 8.1 Accelerating Commercialisation – Financial Report
As at 3 December 2019

Background

Accelerating Commercialisation (AC) was opened to applications on 1 November 2014. The grant component of the program's appropriation for the next four years is:

	2019-20	2020-21	2021-22	2022-23
	\$m	\$m	\$m	\$m
Current Grant allocation	42.837	42.917	45.000	45.200

Meetings to Date

The Committee has previously approved 427 applications for a total of \$209.873 million in funding. This figure includes extensions of funds approved by the Program Delegate and excludes decommitments for unutilised grant funds.

The uncommitted grant funds remaining for the current year and over the next three years is as follows:

	2019-20	2020-21	2021-22	2022-23
	\$m	\$m	\$m	\$m
Appropriation (Grant Component Only)	42.837	42.917	45.000	45.200
Current Commitments	18.867	6.415	0.253	0.000
Uncommitted funds	23.969	36.502	44.747	45.200

11 December 2019 Committee Meeting

S 47E(d)

The funds that would be committed based on Commercialisation Advisers' scores and various pass levels is shown in the following table:

S 47(1)(b)

Future Outlook

S 47(1)(b)

- On average, approximately 50% of expenditure for Accelerating Commercialisation projects occurs within the first six months with the remaining 50% occurring over the following 18 months.

Commitments by Growth Centre of the Industry Growth Component

The table below represents expenses and commitments attributed to Industry Growth Centres as part of the AC element of the Entrepreneurs' Programme. Please note that this table includes the commitments attributed to the Growth Sectors where the AC budget is funding the projects. The table includes expenses since the commencement of AC in April 2014 and current commitments.

Growth Centres	Number of Projects	Total Commitments \$m
Oil, Gas and Energy	11	6.301
Advanced Manufacturing	98	51.590
Medical Technology and Pharmaceuticals	73	40.423
Mining Equipment Technology and Services	29	14.871
Food and Agribusiness	63	34.030



Innovation and
Science Australia

Entrepreneurs' Programme Committee Meeting

Wednesday 15 May 2019

Department of Industry, Innovation and Science

TABLED PAPERS

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Agenda Item 3.2

Agenda Item 4.2

AC Stats paper

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Agenda Item 8.1

Finance Report.

Agenda Item 10

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ENTREPRENEURS' PROGRAMME COMMITTEE

ORDER OF PROCEEDINGS & PROPOSED TIMINGS

Level 9, Room 9.066, Industry House, 10 Binara Street, Canberra City

Wednesday 15 May 2019

9.00am – 3.30pm AEST

Proposed Time	Item	Description	Presenter
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4	Programme Reports		
4.1		Entrepreneurs' Programme Delegate Report	Steve Stirling
4.2		* AC Stats paper	
5.2		Feedback from Innovation and Science Australia Board	Chair
5.3		Feedback to Innovation and Science Australia Board	Chair

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1.00pm	8	Operational Reports	
S 22	8.1	Finance report	Committee
2.00pm	9	Programme Policy / Business Research and Innovation Initiative	Chair
S 22	9.1	BRII update – round 2 challenges	S 22



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MEETING OF
Entrepreneurs' Programme Committee

15 May 2019

FOR

FOR NOTING

Presented by:

AC & ISI Program Management

Recommendations

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S 47E(d)

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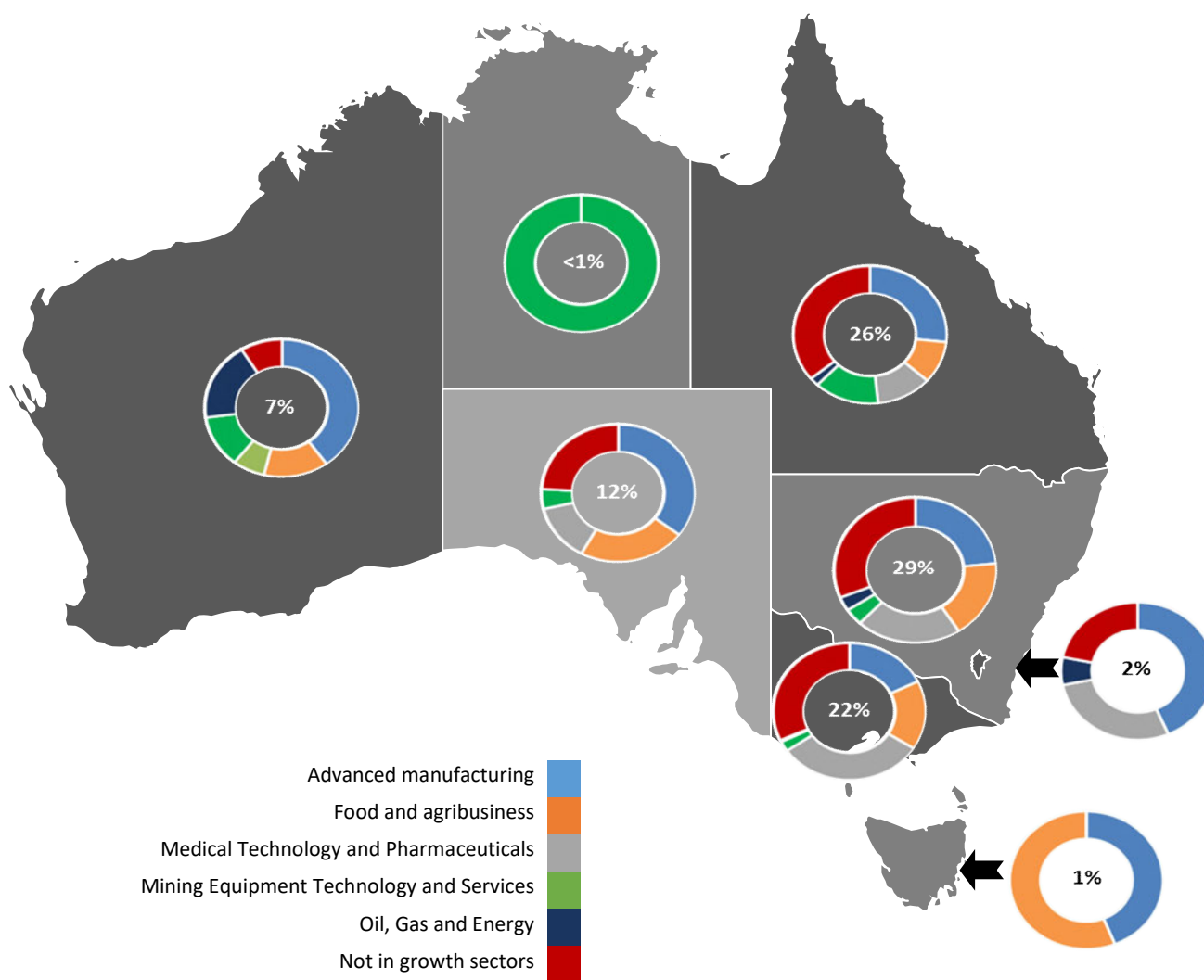


Table 2: Total services and approval rates

Services/grants	2014/15	2015/16	2016/17	2017/18	2018/19*	Totals
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S 47E(d)

Applications approved	31	95	116	75	73	390
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S 47E(d)

*As at 30 April 2019

Case Study: Lumi.Media – empowering creative teams to work better together.

Lumi Co Pty Ltd (known as Lumi.Media) was founded in 2015 by the Dewey siblings. Combining Karen's sector knowledge and Neil's development skills, they built a cloud-based Software as a Service (SaaS) management and collaboration platform for the entertainment industry. The Lumi platform saves time through touch-of-a-button automation. It captures everything in one system and finds historical content, context and knowledge in an instant.

Commercialisation Adviser Murray Rankin helped Karen and Neil interrogate their business plan more closely. The process enabled and encouraged Lumi.Media to set their path more clearly, which has aided with their early success in attracting high profile clients.

Lumi.Media used \$668,000 of Accelerating Commercialisation funding to scale up their company. They employed another staff member growing their team to eight with three more full time employees to commence as momentum builds.

Lumi.Media has already achieved significant partnerships in the creative media field and is working closely with production companies like CJZ (Bondi Rescue, Go Back to Where you Came From, Muslims like Us, Christians like us), Fremantle Australia (Australia's Got Talent, Neighbours) and Channel Nine/Cavalier (The Block) to make their productions better, faster, cheaper; and importantly, enhancing the delivery of the vision of the producers.

Racing.com is a pioneering partner of Lumi.Media. A joint venture between Racing Victoria and Seven West Media, Racing.com is the media rights holder for Victorian and South Australian thoroughbred racing, as well as broadcasting Hong Kong and other selected international feature race meetings. This partnership has exposed Lumi.Media to a new genre of television production and a global audience.

Incubator Support Initiative

Launched on 20 September 2016, the \$23 million Incubator Support initiative's objective is to assist Australian start-ups to develop the capabilities required to achieve commercial success in international markets and realise their economic potential faster than they otherwise would, and to develop Australia's innovation ecosystem including in regional areas.

Key Statistics

As at 30 April 2019, a total of 113 grants worth over \$18.4 million have been approved across both streams. A further three NEI projects, worth just over \$1 million, have been supported by the EPC Committee following its 10 April 2019 meeting; however, these are yet to be approved.

New and Existing Incubators (NEI)

- 38 projects with a total value of over \$15.6 million have been approved **S 47E(d)**
- Of the 38 applications approved, most incubators are open to sectors (10). The greatest number of sector-specific incubators are targeting:
 - MedTech/Health/Biotech sector (7)
 - Agri-tech/food technology sector (7)
 - Advanced manufacturing sector (6);
- 13 NEI projects are primarily delivered in regional areas (seven have accessed the regional grant ratio of 65%). Two projects are being delivered across both metro and regional areas;
- One of the applications supported at the EPC's April meeting will also be regionally located.

Areas covered by the 13 regionally focussed projects	
NT	Darwin
SA	Mt Gambier / Whyalla
NSW	Bega / Wagga / Armidale (2) / Byron Bay / Mungindi / *Orange
VIC	Waurm Ponds / Beechworth
QLD	Emerald / Yungaburra / Sippy Downs / Rockhampton
WA	Albany (2) / Busselton / Northam

**April application yet to be approved by the Minister due to caretaker period.*

Expert in Residence (EIR)

EIR applications are assessed by the department. Applications up to \$50,000 are assessed against eligibility criteria only, whereas applications greater than \$50,000 are additionally assessed against Merit Criterion 2.

- 75 EIR applications with a total value of almost \$2.8 million have been approved;
- 126 experts have been seconded into Australian incubators. Of these:
 - 41 are female and 85 are male;
 - 87 projects have seconded experts from within Australia;
 - 39 projects have seconded international experts from countries including: USA; UK; Israel; Singapore; China; Malaysia; Spain; Netherlands; India; Turkey; Germany; Sweden; North America; Bosnia and France.

Budget Status

S 47E(d)

S 47E(d)

The Program Delegate will provide a further update on the ISI budget at the 15 May EPC meeting.

Figure 1: Approved projects by state and funding component

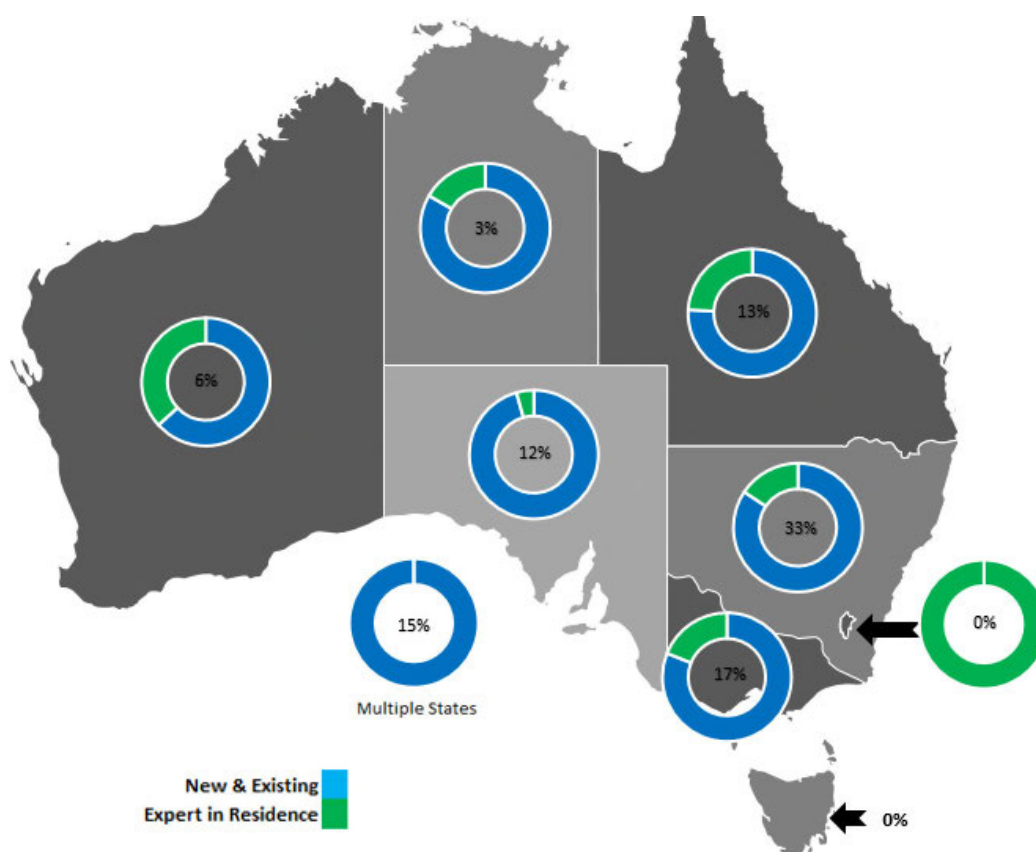


Table 1: Project distribution – All Projects

State	NEI	NEI Value	EIR	EIR Value
NSW	14	\$ 5,092,470	20	\$ 943,688
VIC	5	\$ 2,491,100	18	\$ 581,785
QLD	5	\$ 1,790,474	16	\$ 570,461
WA	2	\$ 732,250	15	\$ 425,950
ACT	0	\$0	2	\$ 75,000
NT	1	\$ 500,000	1	\$ 100,000
SA	5	\$ 2,195,705	3	\$ 99,475
TAS	0	\$0	0	\$0
Multiple States	6	\$ 2,805,285	0	\$0
TOTAL	38	\$ 15,607,284	75	\$ 2,796,359

Table 2: New and Existing Incubators - Metropolitan and Regional Projects

	Number of Projects	Value of Projects
Metropolitan projects	23	\$9.3 million
Regional projects	13	\$5.6 million
Both Metro and Regional	2	\$0.7 million

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Science Australia

MEETING OF
Entrepreneurs' Programme Committee
15 MAY 2019

Agenda Item 8.1 Accelerating Commercialisation – Financial Report
As at 8 May 2019

Background

Accelerating Commercialisation (AC) was opened to applications on 1 November 2014. The grant component of the program's appropriation for the next four years is:

	2018-19	2019-20	2020-21	2021-22
	\$m	\$m	\$m	\$m
Current Grant allocation	40.849	43.300	42.917	45.000

Meetings to Date

The Committee has previously approved 395 applications for a total of \$194.670 million in funding. This figure includes extensions of funds approved by the Program Delegate and excludes decommitments for unutilised grant funds.

Due to caretaker period, 6 applications with a total value of \$1.884 million from the 10 April 2019 meeting are yet to be approved by the Program Delegate, however, these are included in the totals above.

The uncommitted grant funds remaining for the current year and over the next three years is as follows:

	2018-19	2019-20	2020-21	2021-22
	\$m	\$m	\$m	\$m
Appropriation (Grant Component Only)	40.849	43.300	42.917	45.000
Current Commitments	37.022	8.032	0.560	0.000
Uncommitted funds	3.827	35.268	42.357	45.000

15 May 2019 Committee Meeting

S 47E(d)

The funds that would be committed based on Commercialisation Advisers' scores and various pass levels is shown in the following table:

S 471(b)

Future Outlook

S 471(b)

- On average, approximately 50% of expenditure for Accelerating Commercialisation projects occurs within the first six months with the remaining 50% occurring over the following 18 months.

Commitments by Growth Centre of the Industry Growth Component

The table below represents expenses and commitments attributed to Industry Growth Centres as part of the AC element of the Entrepreneurs' Programme. Please note that this table includes the commitments attributed to the Growth Sectors where the AC budget is funding the projects. The table includes expenses since the commencement of AC in April 2014 and current commitments.

Growth Centres	Number of Projects	Total Commitments \$m
Oil, Gas and Energy	10	5.809
Advanced Manufacturing	90	48.809
Medical Technology and Pharmaceuticals	66	36.794
Mining Equipment Technology and Services	28	14.121
Food and Agribusiness	53	28.727

Entrepreneurs' Programme – Accelerating Commercialisation

Growth Sectors

Sector	Definition
Advanced Manufacturing	<p>Businesses that adopt innovative technologies or business practices to improve or develop manufactured products, processes or services. This includes the adoption of improvements or innovations across any of a range of manufacturing steps, such as concept, research and development, design, production, logistics, marketing and after-sales services, in order to achieve high-value products, services or business outcomes, including improved responses to market demands.</p> <p>Businesses that supply integral services, technologies or inputs to the manufacturing processes of businesses described above.</p>
Food and Agribusiness	<p>Businesses that undertake food or beverage production, or supply integral services or technologies to support food or beverage production.</p> <p>Businesses that provide integral services, technologies or inputs to support primary production of food and beverages.</p> <p>This definition excludes businesses that are food retailers (including restaurants and cafes) or primary producers, except where they can demonstrate they also substantially undertake the above activities.</p>
Medical Technologies and Pharmaceuticals	<p>Businesses that develop or produce therapeutic, medical or pharmaceutical products or technologies, including complementary medicines.</p> <p>Businesses that provide integral services, technologies or inputs to the development and production of therapeutic, medical or pharmaceutical products or technologies.</p> <p>This definition excludes businesses that are hospitals, medical and other health care services, residential care services, social assistance services and retailers of medical and pharmaceutical goods, except where they can demonstrate they also substantially undertake the above activities.</p>
Mining Equipment, Technology and Services	<p>Businesses in mineral exploration, extraction and mining supply chains, including businesses that provide integral services, technologies and equipment for mining and minerals extraction.</p>
Oil, Gas and Energy Resources	<p>Businesses engaged in the exploration, development and extraction of energy and fuels from oil, gas, coal and uranium.</p> <p>Businesses that provide integral services, technologies and equipment for use in oil, gas and energy resource sectors.</p>



Innovation and
Science Australia

Entrepreneurs' Programme Committee Meeting

Thursday 20 February 2020

Department of Industry, Science, Energy and Resources

TABLED PAPERS

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Agenda Item 4.3 **ISI Stats paper.**

Agenda Item 6

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Agenda Item 7

Agenda Item 7.5

Agenda Item 8.1 **Finance Report.**

Entrepreneur's Programme Committee
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Please Note:

Papers may have been removed where material conflict has been identified.

ENTREPRENEURS' PROGRAMME COMMITTEE

ORDER OF PROCEEDINGS & PROPOSED TIMINGS

Ground Floor, G.021, Industry House, 10 Binara Street, Canberra City

Thursday 20 February 2020

8.00am to 5.00pm AEST

Proposed Time	Item	Description	Presenter
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S 22

4	Programme Reports		
4.1	Entrepreneurs' Programme Delegate Report		Emma Greenwood
4.2	Communications and Marketing Strategy*		S 22
4.3	AC Statistics Paper*		
4.4	ISI Statistics Paper*		
5.2	Feedback from Innovation and Science Australia Board		Chair
5.3	Feedback to Innovation Science Australia Board		Chair

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3.25pm	8	Operational Reports	
S 22	8.1	Finance report	Committee
4.30pm	9	Programme Policy	Chair
S 22	9.1	BRII update	S 22



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Science Australia

MEETING OF
Entrepreneurs' Programme Committee

20 February 2020

FOR

FOR NOTING

Presented by: Incubator Support Initiative Program Management

Recommendations

1. The Committee note the report.

This paper provides a summary of the grants approved to date, sector detail, approval rates and other updates for the Incubator Support Initiative.

Incubator Support Initiative

The \$23 million Incubator Support Initiative (ISI) was launched on 20 September 2016, as an element of the Entrepreneurs' Programme. Funded through to 2019-20, the ISI provides grant assistance to new and existing incubators delivering high quality services to Australian start-ups to help increase their chances of achieving commercial success in international markets and assist them to realise their economic potential faster than they otherwise would.

It also provides incubators with access to top quality research, managerial and technical talent through incoming and outgoing secondments of national or international experts.

Funding is provided through two funding components, New and Existing Incubators (NEI) (up to \$250,000 grants) and Expert-in-Residence (EIR) (up to \$100,000 grants).

First-generation Migrant and Refugee Expansion

During the 2019 Federal Election campaign, the Government announced a \$5 million new funding commitment to support first generation migrant and refugee start-up entrepreneurs through the ISI. Program funding has been committed over four years, commencing in 2019-20.

Migrants and refugees are recognised as important contributors to the start-up ecosystem and are known for establishing innovative new businesses and undertaking entrepreneurial pursuits. The expanded initiative will focus on developing the capabilities of first generation migrant and refugee founders to assist them to realise their economic potential in international markets

The expansion was launched on 4 February 2020; the department will fully brief the Committee about the expansion at the April EPC meeting.

Key Statistics

As at 31 January 2020, a total of 145 grants worth over \$22.6 million have been approved.

New and Existing Incubators (NEI):

- 47 projects worth a total of over \$18.9 million have been approved **S 47E(d)**
Two further projects, worth \$591,050, supported by the EPC at its December 2019 meeting, have not yet been approved by the minister.
- The majority of projects are open to start-ups from multiple sectors. Of sector specific incubators, most are targeting the following:
 - Agri-tech/food technology (11)
 - MedTech/Health/Biotech (9)
 - Advanced manufacturing/Hardware (7)
- 18 NEI projects are being delivered primarily in regional areas (13 have accessed the regional grant ratio of 65%). Two projects are being delivered across both metro and regional areas.

Areas covered by the 18 regionally focussed projects	
NT	Darwin
SA	Mt Gambier / Whyalla
NSW	Bega / Wagga / Armidale (2) / Byron Bay / Mungindi / Orange
VIC	Waurin Ponds, Beechworth, Churchill, Gippsland, Morwell, Wonthaggi, Sale, Leongatha, Drouin, Bairnsdale, West Wodonga, Bendigo, Mildura, Shepparton
QLD	Emerald / Yungaburra / Sippy Downs / Rockhampton
WA	Albany (2) / Busselton / Northam
TAS	Hobart (2) and Launceston (2)

Expert in Residence (EIR):

EIR applications are assessed by the department. Applications up to and including \$50,000 are assessed against eligibility criteria only, whereas applications greater than \$50,000 are additionally assessed against Merit Criterion 2.

- As at 31 January 2020, 98 EIR applications worth over \$3.7 million have been approved.
- 180 experts have been seconded under the initiative. Of these:
 - 176 experts have been seconded into Australian incubators, and 4 Australian experts have been seconded into overseas incubators;
 - Of the 176 seconded into Australian incubators:
 - 60 are female and 120 are male;
 - 47 experts have been seconded from countries including: USA; UK; Israel; Singapore; China; Malaysia; Spain; Netherlands; India; Turkey; Germany; Sweden; North America; Bosnia and France.

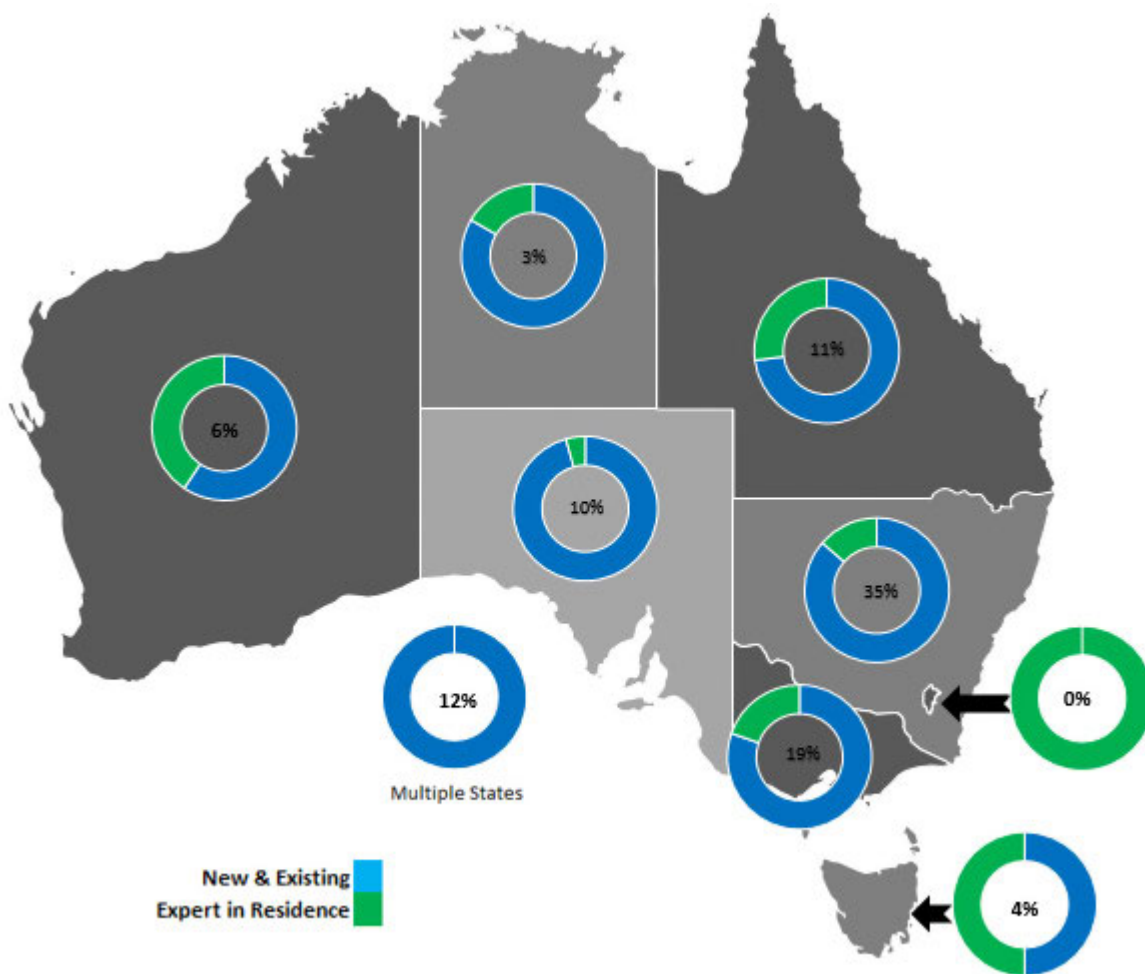
NEI and EIR approved projects by geographic and regional location

Table 1: New and Existing Incubators - Metropolitan and Regional Projects

	Number of Projects	Value of Projects
Metropolitan projects	27	\$10.4 million
Regional projects	18	\$7.6 million
Both Metro and Regional	2	\$0.75 million

Table 2: ISI Project distribution – (NEI and EIR)

State	NEI	NEI Value	EIR	EIR Value
NSW	18	\$ 6,667,849	27	\$ 1,049,668
VIC	8	\$ 3,334,423	23	\$ 814,860
QLD	5	\$ 1,790,474	19	\$ 664,661
WA	2	\$ 732,250	20	\$ 501,275
ACT	0	0	2	\$ 75,000
NT	1	\$ 500,000	2	\$ 100,000
SA	5	\$ 2,195,705	3	\$ 99,475
TAS	2	\$ 905,347	1	0
Multiple States	6	\$ 2,805,285	1	0
TOTAL	47	\$ 18,931,333	98	\$ 3,304,939

Figure 1: Approved projects (NEI and EIR) by state and funding component

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MEETING OF
Entrepreneurs' Programme Committee
20 FEBRUARY 2020

Agenda Item 8.1 Accelerating Commercialisation – Financial Report
As at 14 February 2020

Background

Accelerating Commercialisation (AC) was opened to applications on 1 November 2014. The grant component of the program's appropriation for the next four years is:

	2019-20	2020-21	2021-22	2022-23
	\$m	\$m	\$m	\$m
Current Grant allocation	40.337	42.917	45.000	44.700

Meetings to Date

The Committee has previously approved 437 applications for a total of \$213.271 million in funding. This figure includes extensions of funds approved by the Program Delegate and excludes decommitments for unutilised grant funds.

The uncommitted grant funds remaining for the current year and over the next three years is as follows:

	2019-20	2020-21	2021-22	2022-23
	\$m	\$m	\$m	\$m
Appropriation (Grant Component Only)	40.337	42.917	45.000	44.700
Current Commitments	22.975	8.869	0.474	0.000
Uncommitted funds	17.362	34.048	44.526	44.700

20 February 2020 Committee Meeting

S 47E(d)

The funds that would be committed based on Commercialisation Advisers' scores and various pass levels is shown in the following table:

S 47(1)(b)

Future Outlook

S 47(1)(b)

- On average, approximately 50% of expenditure for Accelerating Commercialisation projects occurs within the first six months with the remaining 50% occurring over the following 18 months.

Commitments by Growth Centre of the Industry Growth Component

The table below represents expenses and commitments attributed to Industry Growth Centres as part of the AC element of the Entrepreneurs' Programme. Please note that this table includes the commitments attributed to the Growth Sectors where the AC budget is funding the projects. The table includes expenses since the commencement of AC in April 2014 and current commitments.

Growth Centres	Number of Projects	Total Commitments \$m
Oil, Gas and Energy	12	6.642
Advanced Manufacturing	103	53.416
Medical Technology and Pharmaceuticals	76	41.229
Mining Equipment Technology and Services	29	14.871
Food and Agribusiness	63	34.020



Innovation and
Science Australia

Entrepreneurs' Programme Committee Meeting

Friday 20 September 2019

Department of Industry, Innovation and Science

TABLED PAPERS

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Agenda Item 2.6

Agenda Item 4.2

AC Stats paper.

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ISI Stats paper.

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Agenda Item 9.1

Finance Report.

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ENTREPRENEURS' PROGRAMME COMMITTEE

ORDER OF PROCEEDINGS & PROPOSED TIMINGS

Ground Floor, G.021, Industry House, 10 Binara Street, Canberra City

Friday 20 September 2019

9.00am – 5.15pm AEST

S 22

Proposed Time	Item	Description	Presenter
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4	Programme Reports		
4.1		Entrepreneurs' Programme Delegate Report	Emma Greenwood
4.2		*AC Stats Paper	
4.3		*ISI Stats Paper	

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6.2		Feedback to Innovation Science Australia Board	Chair
6.3		Feedback from Innovation Science Australia Board	Chair

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Innovation and
Science Australia

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3.10pm	9	Operational Reports	
	9.1	Finance report	Committee

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4.20pm	10	Policy Report	Chair
	10.1	BRII Guidelines	S 22

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Innovation and
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MEETING OF
Entrepreneurs' Programme Committee



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MEETING OF
Entrepreneurs' Programme Committee
20 September 2019

FOR

FOR NOTING

Presented by: Accelerating Commercialisation Program Management

Recommendations

1. The Committee note the report.

This paper provides a summary of the grants approved to date, sector detail, approval rates and other updates for Accelerating Commercialisation.

Accelerating Commercialisation

Accelerating Commercialisation (AC) was opened for applications on 1 November 2014.

From launch to 31 July 2019, a total of 403 grants have been approved by the Programme Delegate totalling just over \$197 million in matched grant funding.

S 47E(d)**Table 1: Approved Grants and by Sector**

	No. Grants	\$M
Advanced manufacturing	97	51.662
Food and agribusiness	58	30.874
Medical technology and pharmaceuticals	68	37.266
Mining equipment technology and services	28	13.675
Oil, gas and energy	11	6.701
Total in Growth Sectors	262	140.178
Not in growth sectors	141	57.197
Total Grants Approved as at 31 July 2019	403	197.375

Figure 1: Approved AC projects by state

The map below shows the number of approved AC projects in each state by Sector and the proportion of total funding allocated as a percentage.

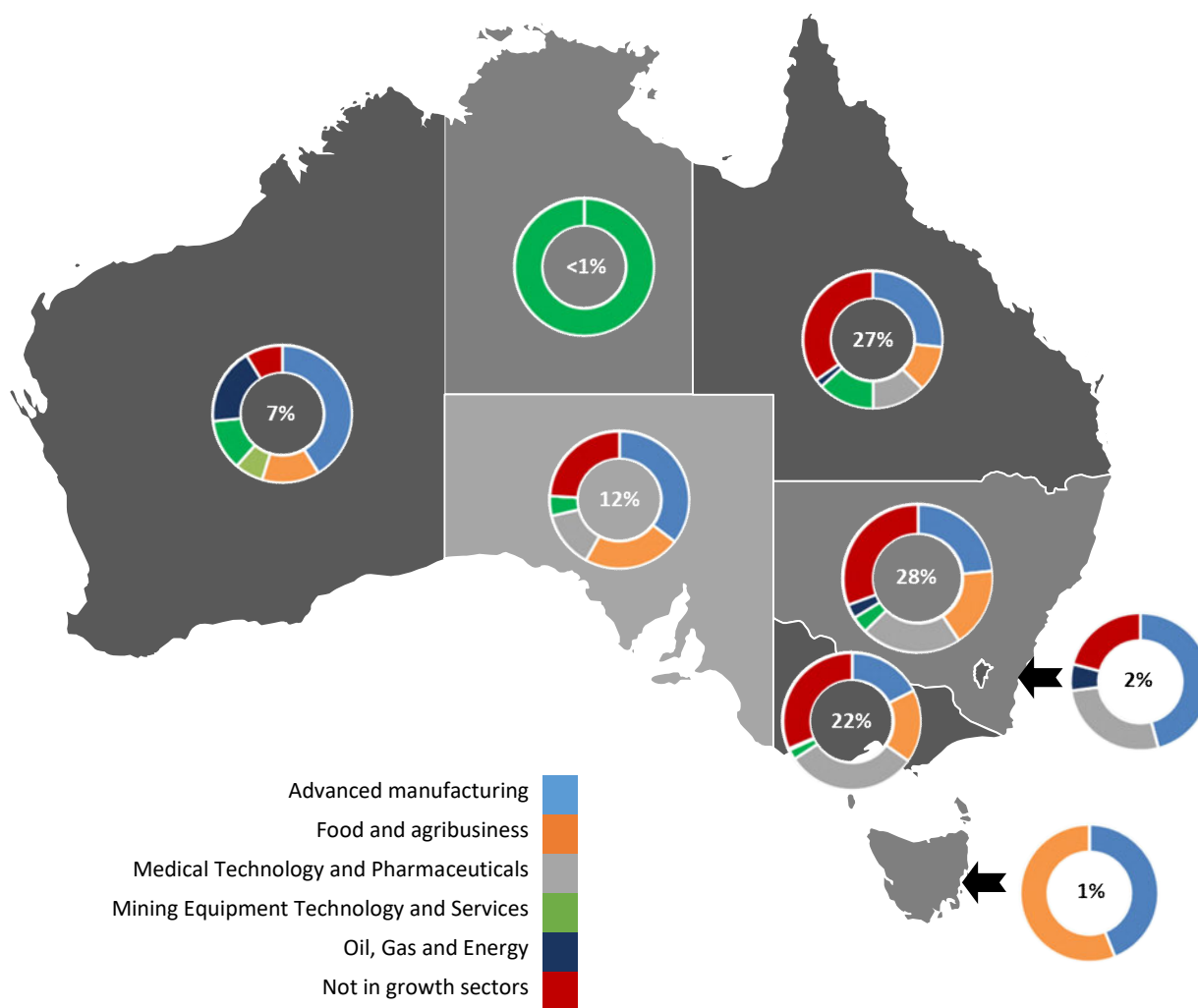


Table 2: Total AC services and approval rates

Services/grants	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20*	Totals
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S 47E(d)

Applications approved	31	95	116	75	83	3	403
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S 47E(d)

*As at 31 July 2019

Case Study: FluroSat Pty Ltd – Satellite and drone-enabled crop health monitoring.

FluroSat are an agricultural technology start-up, assisting in crop management to grow more for less. Helping farmers proactively manage their crops, FluroSat's technology FluroSense combines agricultural modelling, remote sensing imaging (from drone, plane and satellite) and machine learning to detect early signs of plant stress and aid proactive management. With adaptive, accurate and actionable analytics, crop growers are able to make better-informed decisions to drive business profitability.

Accessible from PCs, smartphones or tablets, FluroSense, visually highlights stress areas for growers. Farmers and businesses are able to address water and nutrient stress in real time by reducing fertiliser and water waste, and improving their crop yields.

A \$793,737 Accelerating Commercialisation Grant was instrumental in getting the business ready for the future, helping meet ambitious plans to expand to global markets and attracting some of the nation's best venture capital funds as investors. Working with an Entrepreneurs' Programme Commercialisation Adviser provided crucial strategic assistance, to tackle both big and everyday business challenges.

Flurosat have grown from 5 staff to 25 staff, and have recently acquired *ProductionWise* from Grain Growers Limited. Using its FluroSense technology, the business has ground-truthed over 20,000 hectares of crops. Since releasing the FluroSense platform in August 2018, the business has raised an additional \$1 million from investors such as CSIRO Main Sequence Fund.

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MEETING OF
Entrepreneurs' Programme Committee
20 September 2019

FOR

FOR NOTING

Presented by: Incubator Support Initiative Program Management

Recommendations

1. The Committee note the report.

This paper provides a summary of the grants approved to date, sector detail, approval rates and other updates for the Incubator Support Initiative.

Incubator Support Initiative

The \$23 million Incubator Support Initiative (ISI) was launched on 20 September 2016, as an element of the Entrepreneurs' Programme. Funded through to 2019-20, the ISI provides grant assistance to new and existing incubators delivering high quality services to Australian start-ups to help increase their chances of achieving commercial success in international markets and assist them to realise their economic potential faster than they otherwise would.

It also provides incubators with access to top quality research, managerial and technical talent through incoming and outgoing secondments of national or international experts.

Funding is provided through two funding components, New and Existing Incubators (NEI) (up to \$500,000 grants) and Expert-in-Residence (EIR) (up to \$100,000 grants).

First-generation Migrant and Refugee Expansion

During the 2019 Federal Election campaign, the Government announced a \$5m new funding commitment to support migrant and refugee start-up entrepreneurs through the ISI. Program funding has been committed over four years, commencing in 2019-20.

Over the past several weeks, the department has consulted with key stakeholders and **S 47E(d)**

Key Statistics

As at 16 September 2019, a total of 126 grants worth over \$20 million have been approved.

Approved Projects

New and Existing Incubators (NEI):

- 42 projects with a total value of over \$17 million have been approved **S 47E(d)**
- One further NEI project, worth \$295,000, was supported by the EPC Committee following its 8 August 2019 meeting; however, the application decision is yet to be approved.
- Of the 42 applications approved, most incubators are open to start-ups from multiple sectors. The greatest number of sector-specific incubators are targeting:
 - Agri-tech/food technology sector (8)
 - MedTech/Health/Biotech sector (7)
 - Advanced manufacturing/Hardware sector (7)
- 15 NEI projects are primarily delivered in regional areas (11 have accessed the regional grant ratio of 65%). Two projects are being delivered across both metro and regional areas.

Areas covered by the 15 regionally focussed projects	
NT	Darwin
SA	Mt Gambier / Whyalla
NSW	Bega / Wagga / Armidale (2) / Byron Bay / Mungindi / *Orange
VIC	Waurin Ponds / Beechworth
QLD	Emerald / Yungaburra / Sippy Downs / Rockhampton
WA	Albany (2) / Busselton / Northam
TAS	Hobart and Launceston

Expert in Residence (EIR):

EIR applications are assessed by the department. Applications up to and including \$50,000 are assessed against eligibility criteria only, whereas applications greater than \$50,000 are additionally assessed against Merit Criterion 2.

- As at 16 September, 84 EIR applications with a total value of over \$3 million have been approved;
- 146 experts have been seconded into Australian incubators. Of these:
 - 44 are female and 102 are male;
 - 101 projects have seconded experts from within Australia;
 - 45 projects have seconded international experts from countries including: USA; UK; Israel; Singapore; China; Malaysia; Spain; Netherlands; India; Turkey; Germany; Sweden; North America; Bosnia and France.

NEI and EIR approved projects by geographic and regional location

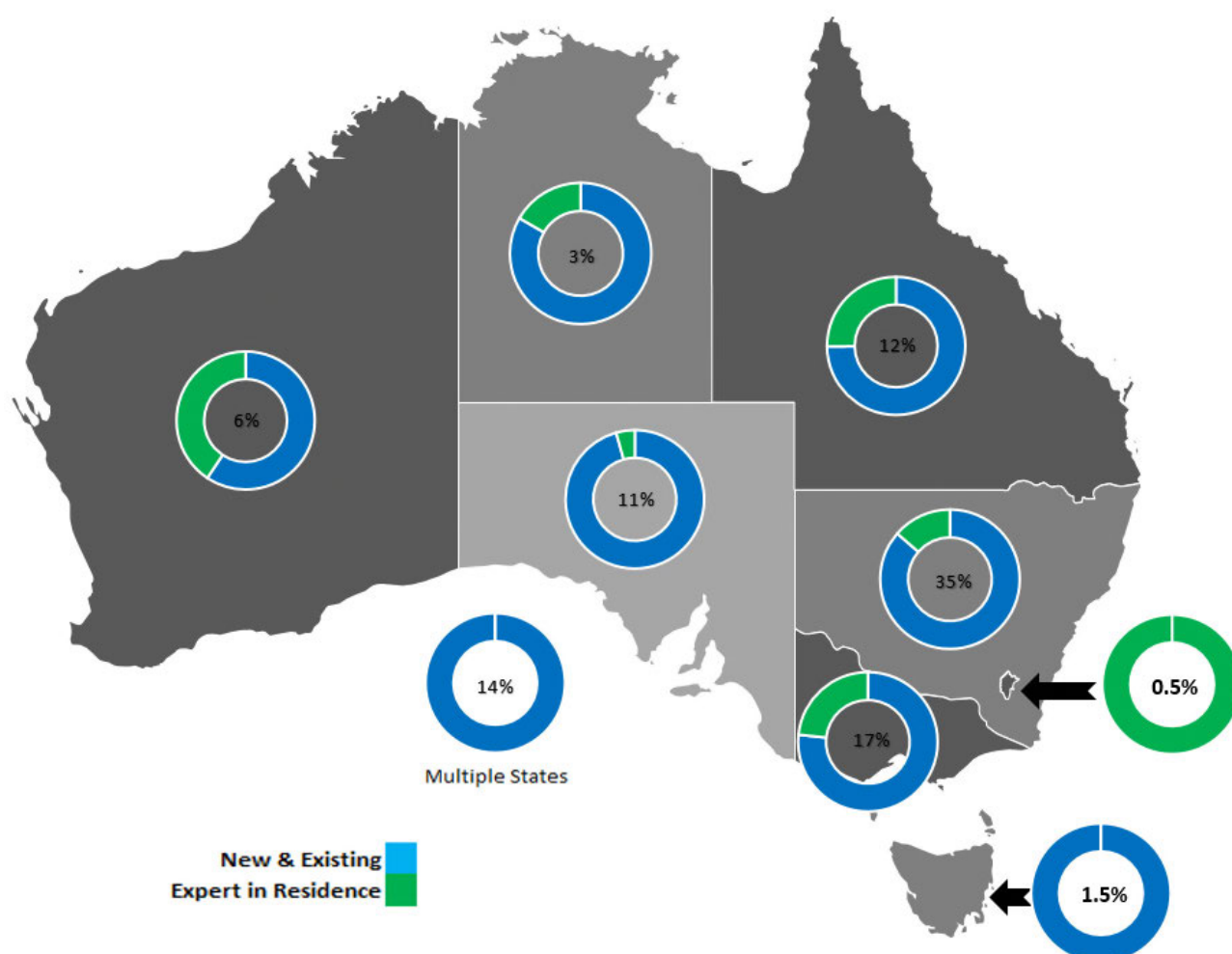
Table 1: ISI Project distribution – All Projects

State	NEI	NEI Value	EIR	EIR Value
NSW	16	\$ 6,022,849	21	\$ 949,688
VIC	6	\$ 2,597,125	22	\$ 790,860
QLD	5	\$ 1,790,474	17	\$ 601,461
WA	2	\$ 732,250	18	\$ 501,275
ACT	0	0	2	\$ 75,000
NT	1	\$ 500,000	1	\$ 100,000
SA	5	\$ 2,195,705	3	\$ 99,475
TAS	1	\$442,247	0	0
Multiple States	6	\$ 2,805,285	0	0
TOTAL	42	\$ 17,085,935	84	\$ 3,117,759

Table 2: New and Existing Incubators - Metropolitan and Regional Projects

	Number of Projects	Value of Projects
Metropolitan projects	25	\$9.9 million
Regional projects	15	\$6.4 million
Both Metro and Regional	2	\$0.75 million

Figure 1: Approved projects (NEI and EIR) by state and funding component



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MEETING OF
Entrepreneurs' Programme Committee
20 September 2019

Agenda Item 9.1 Accelerating Commercialisation – Financial Report
As at 12 September 2019

Background

Accelerating Commercialisation (AC) was opened to applications on 1 November 2014. The grant component of the program's appropriation for the next four years is:

	2019-20	2020-21	2021-22	2022-23
	\$m	\$m	\$m	\$m
Current Grant allocation	42.837	42.917	45.000	45.200

Meetings to Date

The Committee has previously approved 411 applications for a total of \$200.760 million in funding. This figure includes extensions of funds approved by the Program Delegate and excludes decommitments for unutilised grant funds.

The uncommitted grant funds remaining for the current year and over the next three years is as follows:

	2019-20	2020-21	2021-22	2022-23
	\$m	\$m	\$m	\$m
Appropriation (Grant Component Only)	42.837	42.917	45.000	45.200
Current Commitments	14.505	3.512	0.125	0.000
Uncommitted funds	28.332	39.405	44.875	45.200

20 September 2019 Committee Meeting

S 47E(d)

The funds that would be committed based on Commercialisation Advisers' scores and various pass levels is shown in the following table:

S 47(1)(b)

Future Outlook

S 47(1)(b)

- On average, approximately 50% of expenditure for Accelerating Commercialisation projects occurs within the first six months with the remaining 50% occurring over the following 18 months.

Commitments by Growth Centre of the Industry Growth Component

The table below represents expenses and commitments attributed to Industry Growth Centres as part of the AC element of the Entrepreneurs' Programme. Please note that this table includes the commitments attributed to the Growth Sectors where the AC budget is funding the projects. The table includes expenses since the commencement of AC in April 2014 and current commitments.

Growth Centres	Number of Projects	Total Commitments \$m
Oil, Gas and Energy	11	6.309
Advanced Manufacturing	97	50.594
Medical Technology and Pharmaceuticals	71	38.823
Mining Equipment Technology and Services	29	14.990
Food and Agribusiness	58	30.575



Australian Government

Innovation and
Science Australia**Entrepreneurs' Programme Committee Meeting****Thursday 21 February 2019**

Department of Industry, Innovation and Science

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ENTREPRENEURS' PROGRAMME COMMITTEE

ORDER OF PROCEEDINGS & PROPOSED TIMINGS

Ground Floor G.021, Industry House, 10 Binara Street, Canberra City

Thursday 21 February 2019

8.00am – 5.45pm AEST

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	4	Programme Reports	
S 22	4.1	Entrepreneurs' Programme Delegate Report	Steve Stirling
S 22	5.2	Feedback to Innovation and Science Australia Board	Chair



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5.00pm	8	Operational Reports	
S 22	8.1	Finance report	Committee



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Innovation and
Science Australia

MEETING OF
Entrepreneurs' Programme Committee
21 FEBRUARY 2019

Agenda Item 8.1 Accelerating Commercialisation – Financial Report
As at 13 February 2019

Background

Accelerating Commercialisation (AC) was opened to applications on 1 November 2014. The grant component of the program's appropriation for the next four years is:

	2018-19	2019-20	2020-21	2021-22
	\$m	\$m	\$m	\$m
Current Grant allocation	44.647	46.100	46.100	46.000

Meetings to Date

At previous Committee meetings 373 applications have been approved for a total of \$187.337 million in funding. This figure includes extensions of funds approved by the Program Delegate and excludes decommitments for unutilised grant funds.

The remaining uncommitted grant funds in the program for the current year and over the next three years is as follows:

	2018-19	2019-20	2020-21	2021-22
	\$m	\$m	\$m	\$m
Appropriation (Grant Component Only)	44.647	46.100	46.100	46.000
Current Commitments	31.993	7.241	0.630	0.000
Uncommitted funds	12.654	38.859	45.470	46.000

21 February 2019 Committee Meeting Summary

S 47E(d)

The funds that would be committed based on Commercialisation Advisers' scores and various pass levels is shown in the following table:

S 47(1)(b)

Future Outlook

S 47(1)(b)

- On average, approximately 50% of expenditure for Accelerating Commercialisation projects occurs within the first six months with the remaining 50% occurring over the following 18 months.

Commitments by Growth Centre of the Industry Growth Component

The table below represents expenses and commitments attributed to Industry Growth Centres as part of the AC element of the Entrepreneurs' Programme. Please note that this table includes the commitments attributed to the Growth Sectors where the AC budget is funding the projects. The table includes expenses since the commencement of AC in April 2014 and current commitments.

Growth Centres	Number of Projects	Total Commitments \$m
Oil, Gas and Energy	10	5.809
Advanced Manufacturing	81	46.444
Medical Technology and Pharmaceuticals	64	34.699
Mining Equipment Technology and Services	25	12.808
Food and Agribusiness	51	26.708



Innovation and
Science Australia

Entrepreneurs' Programme Committee Meeting

Thursday 27 June 2019

Department of Industry, Innovation and Science

TABLED PAPERS

Order of Proceedings

Agenda Item 4.2

AC Stats paper

S 22

Agenda Item 6

Agenda Item 7

Agenda Item 7.5

Agenda Item 8.1

Finance Report.

Entrepreneur's Programme Committee
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Please Note:

Papers may have been removed where material conflict has been identified.

ENTREPRENEURS' PROGRAMME COMMITTEE

ORDER OF PROCEEDINGS & PROPOSED TIMINGS

Ground Floor, G.021, Industry House, 10 Binara Street, Canberra City

Thursday 27 June 2019

9.00am – 2.00pm AEST

Proposed Time	Item	Description	Presenter
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S 22

	4	Programme Reports	
	4.1	Entrepreneurs' Programme Delegate Report	Emma Greenwood
	4.2	*AC Stats Paper	

S 22

	5.2	Feedback from Innovation and Science Australia Board	Chair
	5.3	Feedback to Innovation Science Australia Board	Chair

S 22

S 22



12.30pm	8	Operational Reports	
	8.1	Finance report	Committee

S 22

1.15pm	9	Policy Report	Chair
	9.1	Incubator Support expansion	S 22

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 Innovation and
Science Australia

MEETING OF
Entrepreneurs' Programme Committee
27 June 2019

FOR **FOR NOTING**

Presented by: AC & ISI Program Management

Recommendations

1. The Committee note the report.

This paper provides a summary of the grants approved to date, sector detail, approval rates and other updates for Accelerating Commercialisation and the Incubator Support initiative.

Accelerating Commercialisation

Accelerating Commercialisation (AC) was opened for applications on 1 November 2014.

From launch to 31 March 2019, a total of 390 grants have been approved by the Programme Delegate totalling almost \$192 million.

At the 10 April 2019 and 15 May 2019 EPC meetings, 19 applications and one variation was considered. As the Caretaker period commenced soon after the April meeting, the committee recommendations to support ten of the applications and the one variation from those meetings were not yet approved by the Program Delegate as at 31 May 2019.

Table 1: Approved Grants and by Sector

	No. Grants	\$m
Advanced manufacturing	93	50.497
Food and agribusiness	55	29.682
Medical technology and pharmaceuticals	65	35.902
Mining equipment technology and services	28	13.675
Oil, gas and energy	10	5.751
Total in Growth Sectors	251	135.507
Not in growth sectors	139	56.451
Total Grants Approved as at 31 May 2019	390	191.958

Figure 1: Approved projects by state

The map below shows the number of approved projects in each state by Sector and the proportion of total funding allocated as a percentage.

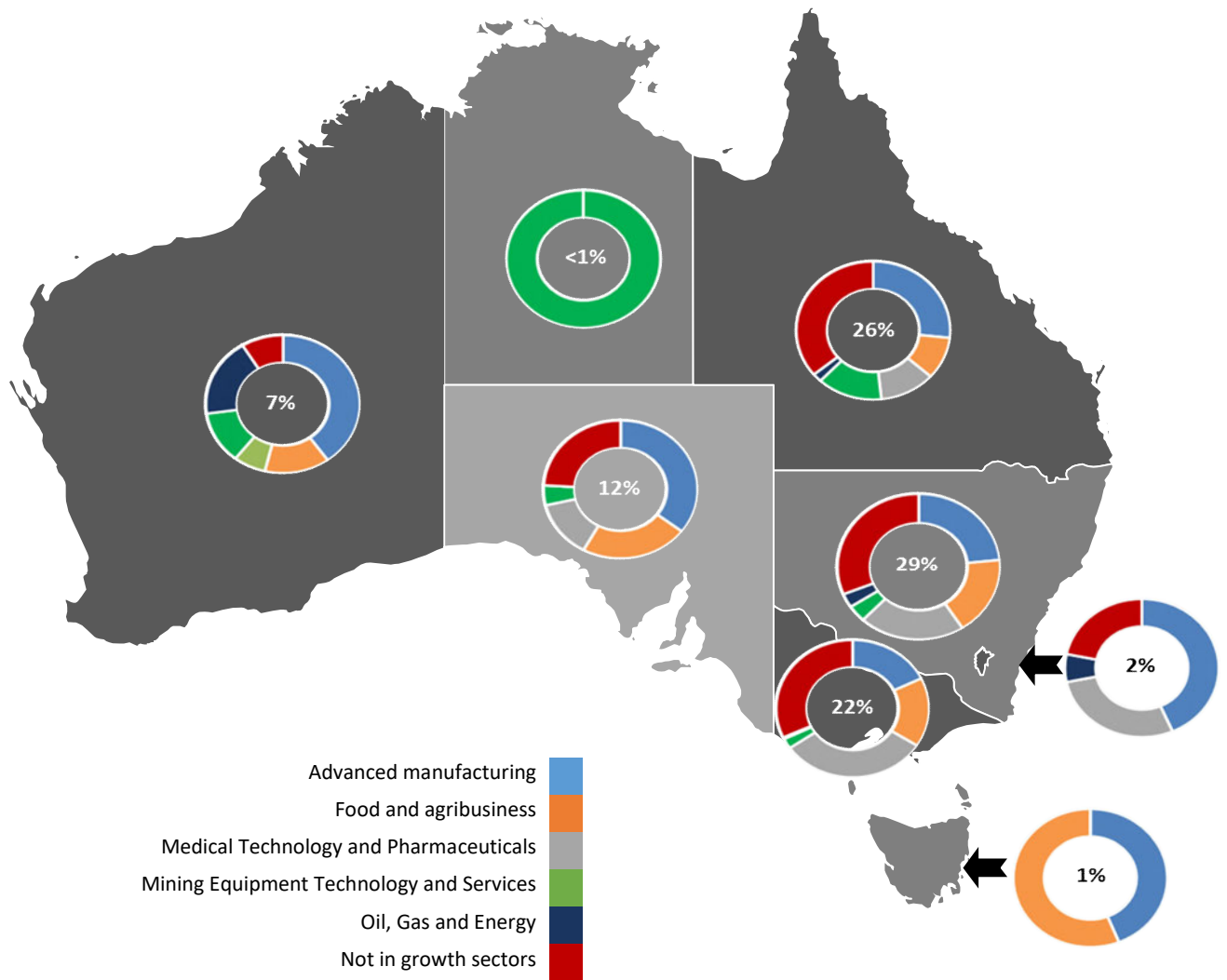


Table 2: Total services and approval rates

Services/grants	2014/15	2015/16	2016/17	2017/18	2018/19*	Totals
Applications approved	31	95	116	75	73	390

*As at 31 May 2019

Case Study: . CEC Systems – World-first collapsible shipping container goes global

CEC Systems Pty Ltd pioneering collapsible shipping container aims to address the inefficiency of the global shipping and logistics industry. COLLAPSECON is the world's first semi-automatic collapsible container. Collapsing down to a quarter of its original size, enabling customers to collapse and combine four empty units to form a single container. This drastically cuts costs associated with shipping and sorting empty containers. COLLAPSECON is integrated with tracking technology and a digital platform that lets users analyse the movements and stockpiling of their container fleets.

CEC Systems used their \$282,500 Accelerating Commercialisation grant to enhance the original system through optimisation, prototyping and redevelopment. CEC Systems developed a fully optimised system that was both lighter and had more capacity. Importantly, the system was ready for commercial use. The grant also paved the way for further investment. "It added a level of credibility to the company," says Nicholas Press, founder of CEC Systems. "We had investors commit as a direct result of being awarded the AC Grant." The grant also helped boost sales. "To be able to say to potential customers that the product was supported by the Australian government was a great advantage in engaging with the industry," says Press.

Incubator Support Initiative

The \$23 million Incubator Support Initiative (ISI) was launched on 20 September 2016, as an element of the Entrepreneurs' Programme, funded through to 2019-20. The ISI provides grant assistance to new and existing incubators delivering high quality services to Australian start-ups to help increase their chances of achieving commercial success in international markets and assist them to realise their economic potential faster than they otherwise would. It also provides incubators with access to top quality research, managerial and technical talent through incoming and outgoing secondments of national or international experts.

Funding is provided through two funding components, New and Existing Incubators (NEI) (up to \$500,000 grants) and Expert-in-Residence (EIR) (up to \$100,000 grants)

Key Statistics

As at 31 May 2019, a total of 115 grants worth over \$18.4 million have been approved across both streams. A further three NEI projects, worth just over \$1 million, were supported by the EPC Committee following its 10 April 2019 meeting; however, these are yet to be approved.

Budget Status

S 47E(d)

The EPC is next scheduled to meet on 27 June 2019, at which time it will consider four new NEI applications.

The Portfolio Budget Statements prescribes a further \$2 million in funding to the ISI on a yearly basis from 2020-21, which will be drawn from the Entrepreneur's Programme budget. This funding is sufficient to support the continued administration of the EIR funding component only.

S 47E(d)

Approved Projects

New and Existing Incubators (NEI)

- 38 projects with a total value of over \$15.6 million have been approved S 47E(d)
- Of the 38 applications approved, most incubators are open to sectors (10). The greatest number of sector-specific incubators are targeting:
 - MedTech/Health/Biotech sector (7)
 - Agri-tech/food technology sector (7)
 - Advanced manufacturing sector (6);
- 13 NEI projects are primarily delivered in regional areas (seven have accessed the regional grant ratio of 65%). Two projects are being delivered across both metro and regional areas;
- One of the applications supported at the EPC's April meeting will also be regionally located.

Areas covered by the 13 regionally focussed projects	
NT	Darwin
SA	Mt Gambier / Whyalla
NSW	Bega / Wagga / Armidale (2) / Byron Bay / Mungindi / *Orange
VIC	Waurm Ponds / Beechworth
QLD	Emerald / Yungaburra / Sippy Downs / Rockhampton
WA	Albany (2) / Busselton / Northam

*April application yet to be approved by the Minister.

Expert in Residence (EIR)

EIR applications are assessed by the department. Applications up to \$50,000 are assessed against eligibility criteria only, whereas applications greater than \$50,000 are additionally assessed against Merit Criterion 2.

- As at 31 May, 77 EIR applications with a total value of just over \$2.8 million have been approved;
- 128 experts have been seconded into Australian incubators. Of these:
 - 41 are female and 87 are male;
 - 88 projects have seconded experts from within Australia;
 - 40 projects have seconded international experts from countries including: USA; UK; Israel; Singapore; China; Malaysia; Spain; Netherlands; India; Turkey; Germany; Sweden; North America; Bosnia and France.

NEI and EIR approved projects by geographic and regional location

Figure 1: Approved projects (NEI and EIR) by state and funding component

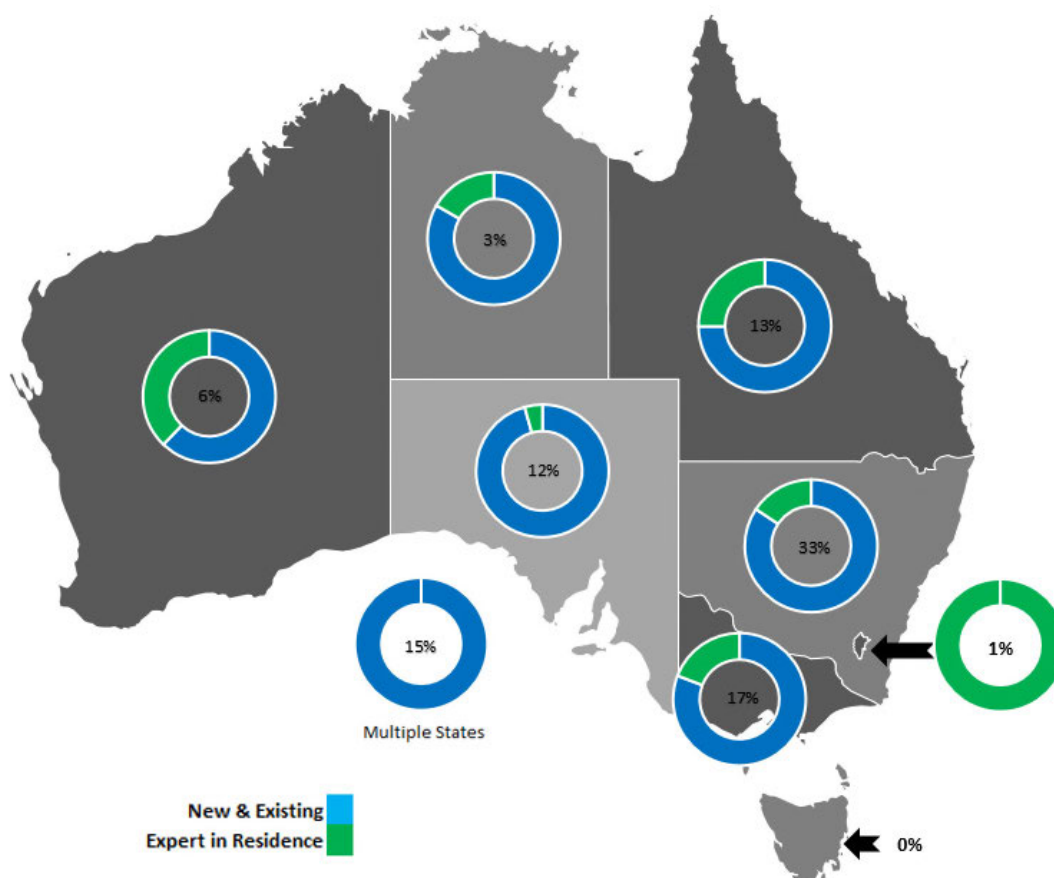


Table 1: Project distribution – All Projects

State	NEI	NEI Value	EIR	EIR Value
NSW	14	\$ 5,092,470	20	\$ 943,688
VIC	5	\$ 2,491,100	19	\$ 590,910
QLD	5	\$ 1,790,474	17	\$ 601,461
WA	2	\$ 732,250	16	\$ 445,950
ACT	0	\$0	2	\$ 75,000
NT	1	\$ 500,000	1	\$ 100,000
SA	5	\$ 2,195,705	3	\$ 99,475
TAS	0	\$0	0	0
Multiple States	6	\$ 2,805,285	0	0
TOTAL	38	\$ 15,607,284	78	\$ 2,856,484

Table 2: New and Existing Incubators - Metropolitan and Regional Projects

	Number of Projects	Value of Projects
Metropolitan projects	23	\$9.3 million
Regional projects	13	\$5.6 million
Both Metro and Regional	2	\$0.7 million

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Science Australia

MEETING OF
Entrepreneurs' Programme Committee
27 JUNE 2019

Agenda Item 8.1 Accelerating Commercialisation – Financial Report
As at 24 June 2019

Background

Accelerating Commercialisation (AC) was opened to applications on 1 November 2014. The grant component of the program's appropriation for the next four years is:

	2018-19	2019-20	2020-21	2021-22
	\$m	\$m	\$m	\$m
Current Grant allocation	40.849	42.706	42.917	45.000

Meetings to Date

The Committee has previously approved 400 applications for a total of \$195.126 million in funding. This figure includes extensions of funds approved by the Program Delegate and excludes decommitments for unutilised grant funds.

Due to caretaker period, 11 applications with a total value of \$3.859 million from the 10 April 2019 and 15 May 2019 meetings are yet to be approved by the Program Delegate, however, these are included in the totals above.

The uncommitted grant funds remaining for the current year and over the next three years is as follows:

	2018-19	2019-20	2020-21	2021-22
	\$m	\$m	\$m	\$m
Appropriation (Grant Component Only)	40.849	42.706	42.917	45.000
Current Commitments	37.568	8.092	0.593	0.000
Uncommitted funds	3.281	34.614	42.324	45.000

27 June 2019 Committee Meeting

S 47E(d)

The funds that would be committed based on Commercialisation Advisers' scores and various pass levels is shown in the following table:

S 47(1)(b)

Future Outlook

S 47(1)(b)

- On average, approximately 50% of expenditure for Accelerating Commercialisation projects occurs within the first six months with the remaining 50% occurring over the following 18 months.

Commitments by Growth Centre of the Industry Growth Component

The table below represents expenses and commitments attributed to Industry Growth Centres as part of the AC element of the Entrepreneurs' Programme. Please note that this table includes the commitments attributed to the Growth Sectors where the AC budget is funding the projects. The table includes expenses since the commencement of AC in April 2014 and current commitments.

Growth Centres	Number of Projects	Total Commitments \$m
Oil, Gas and Energy	11	6.309
Advanced Manufacturing	93	49.473
Medical Technology and Pharmaceuticals	68	38.165
Mining Equipment Technology and Services	28	14.092
Food and Agribusiness	56	29.891



Innovation and
Science Australia

Entrepreneurs' Programme Committee Meeting

Thursday 31 October 2019

Department of Industry, Innovation and Science

TABLED PAPERS

Order of Proceedings

Agenda Item 4.2 **AC Stats paper.**

Agenda Item 4.3 **ISI Stats paper.**

S 22

Agenda Item 6

Agenda Item 7

Agenda Item 7.4

Agenda Item 8.1 **Finance Report.**

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ENTREPRENEURS' PROGRAMME COMMITTEE

ORDER OF PROCEEDINGS & PROPOSED TIMINGS

Ground Floor, G.021, Industry House, 10 Binara Street, Canberra City

Thursday 31 October 2019

9.00am – 4.00pm AEST

Proposed Time	Item	Description	Presenter
S 22			
	4	Programme Reports	
	4.1	Entrepreneurs' Programme Delegate Report	Emma Greenwood
	4.2	AC Stats Paper *	
S 22	4.3	ISI Stats Paper *	
S 22	5.2	Feedback to Innovation Science Australia Board	Chair

S 22

	1.30pm	8	Operational Reports	
S 22		8.1	Finance report	Committee
	2.40pm	9	Programme Policy	Chair
S 22		9.1	Programme Policy update	S 22

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Science Australia

MEETING OF
Entrepreneurs' Programme Committee

31 October 2019

FOR

FOR NOTING

Presented by: Accelerating Commercialisation Program Management

Recommendations

1. The Committee note the report.

This paper provides a summary of the grants approved to date, sector detail, approval rates and other updates for Accelerating Commercialisation.

Accelerating Commercialisation

Accelerating Commercialisation (AC) was opened for applications on 1 November 2014.

From launch to 31 August 2019, a total of 411 grants have been approved by the Programme Delegate totalling just over \$200 million in matched grant funding.

At the 20 September 2019 EPC meeting, **S 47E(d)** **S 47E(d)**
S 47E(d) Outcomes from the 20 September EPC meeting
 are yet to be announced.

Table 1: Approved Grants and by Sector

	No. Grants	\$M
Advanced manufacturing	99	52.351
Food and agribusiness	60	31.624
Medical technology and pharmaceuticals	70	37.805
Mining equipment technology and services	29	14.623
Oil, gas and energy	11	6.701
Total in Growth Sectors	269	143.104
Not in growth sectors	142	57.451
Total Grants Approved as at 31 August 2019	411	200.555

Figure 1: Approved AC projects by state

The map below shows the number of approved AC projects in each state by Sector and the proportion of total funding allocated as a percentage.

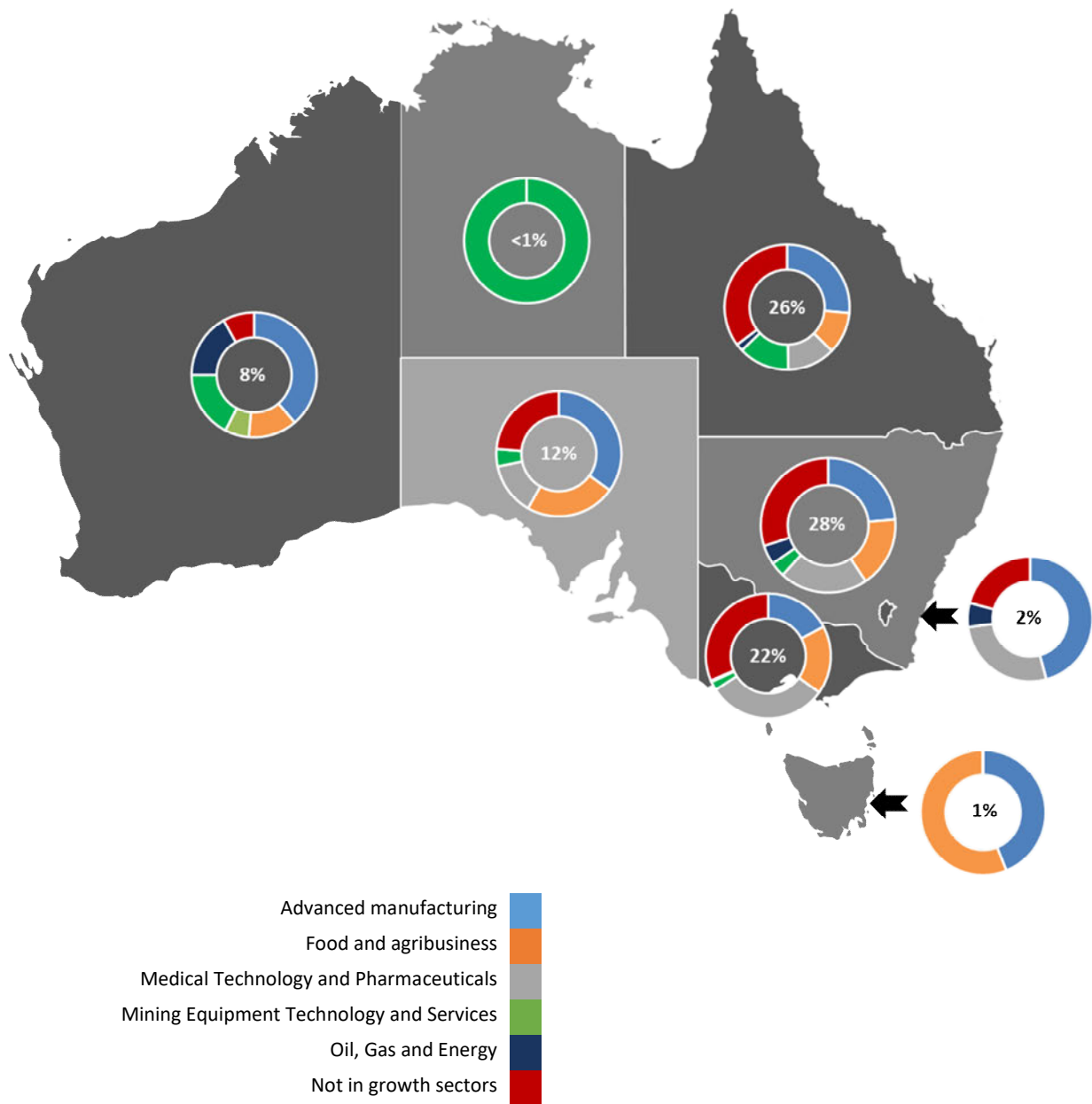


Table 2: Total AC services and approval rates

Services/grants	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20*	Totals
Applications approved	31	95	116	75	83	11	411

*As at 31 August 2019

Case Study: Morse Micro Pty Ltd – Ultra-low power WiFi chip for Internet of Things.

Morse Micro builds Wi-Fi chips for Internet of Things (IoT) devices, allowing devices to connect at a lower cost, at long-range, and with longer battery life. The company founders, Andrew Terry and Michael De Nil, realised chips designed for phones and PCs were being used for IoT devices despite the fact they were unsuitable. They have developed a better low-power Wi-Fi chip specifically for the IoT revolution, aiming to sell millions of chips right across the globe.

Morse Micro received a \$407,747 Accelerating Commercialisation grant which enabled them to significantly raise the company's profile within the IT and IoT communities, and with investors. It also helped accelerate prototype work, develop patents on its initial low-power Wi-Fi chips and identify potential customers.

Morse Micro's Wi-Fi IoT has gained much interest and support with \$30 million in follow on capital raised from investors. The company has completed three test chips with its first-generation prototype due to commence manufacturing in the millions by mid-2020.

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Science Australia

MEETING OF
Entrepreneurs' Programme Committee

31 October 2019

FOR

FOR NOTING

Presented by: Incubator Support Initiative Program Management

Recommendations

1. The Committee note the report.

This paper provides a summary of the grants approved to date, sector detail, approval rates and other updates for the Incubator Support Initiative.

Incubator Support Initiative

The \$23 million Incubator Support Initiative (ISI) was launched on 20 September 2016, as an element of the Entrepreneurs' Programme. Funded through to 2019-20, the ISI provides grant assistance to new and existing incubators delivering high quality services to Australian start-ups to help increase their chances of achieving commercial success in international markets and assist them to realise their economic potential faster than they otherwise would.

It also provides incubators with access to top quality research, managerial and technical talent through incoming and outgoing secondments of national or international experts.

Funding is provided through two funding components, New and Existing Incubators (NEI) (up to \$500,000 grants) and Expert-in-Residence (EIR) (up to \$100,000 grants).

First-generation Migrant and Refugee Expansion

During the 2019 Federal Election campaign, the Government announced a \$5m new funding commitment to support migrant and refugee start-up entrepreneurs through the ISI. Program funding has been committed over four years, commencing in 2019-20.

Migrants and refugees are recognised as important contributors to the start-up ecosystem and are known for establishing innovative new businesses and undertaking entrepreneurial pursuits. The expanded initiative will focus on developing the capabilities of first generation migrant and refugee founders to assist them to realise their economic potential in international markets

S 47E(d)

Key Statistics

As at 22 October 2019, a total of 134 grants worth over \$21.8 million have been approved.

New and Existing Incubators (NEI):

- 46 projects with a total value of over \$18.5 million have been approved **S 47E(d)**
This figure includes three projects, worth \$1.2 million, supported by the EPC at its September 2019 meeting – these have been approved by the minister but have not yet been publicly announced.
- The majority of projects are open to start-ups from multiple sectors. Of sector specific incubators, most are targeting the following:
 - Agri-tech/food technology (9)
 - MedTech/Health/Biotech (8)
 - Advanced manufacturing/Hardware (7)
- 18 NEI projects are primarily delivered in regional areas (13 have accessed the regional grant ratio of 65%). Two projects are being delivered across both metro and regional areas.

Areas covered by the 18 regionally focussed projects	
NT	Darwin
SA	Mt Gambier / Whyalla
NSW	Bega / Wagga / Armidale (2) / Byron Bay / Mungindi / Orange
VIC	Waurin Ponds / Beechworth / Gippsland
QLD	Emerald / Yungaburra / Sippy Downs / Rockhampton
WA	Albany (2) / Busselton / Northam
TAS	Hobart (2) and Launceston (2)

Expert in Residence (EIR):

EIR applications are assessed by the department. Applications up to and including \$50,000 are assessed against eligibility criteria only, whereas applications greater than \$50,000 are additionally assessed against Merit Criterion 2.

- As at 22 October 2019, 88 EIR applications with a total value of over \$3.2 million have been approved;
- 159 experts have been seconded into Australian incubators. Of these:
 - 50 are female and 109 are male;
 - 114 projects have seconded experts from within Australia;
 - 45 projects have seconded international experts from countries including: USA; UK; Israel; Singapore; China; Malaysia; Spain; Netherlands; India; Turkey; Germany; Sweden; North America; Bosnia and France.

NEI and EIR approved projects by geographic and regional location

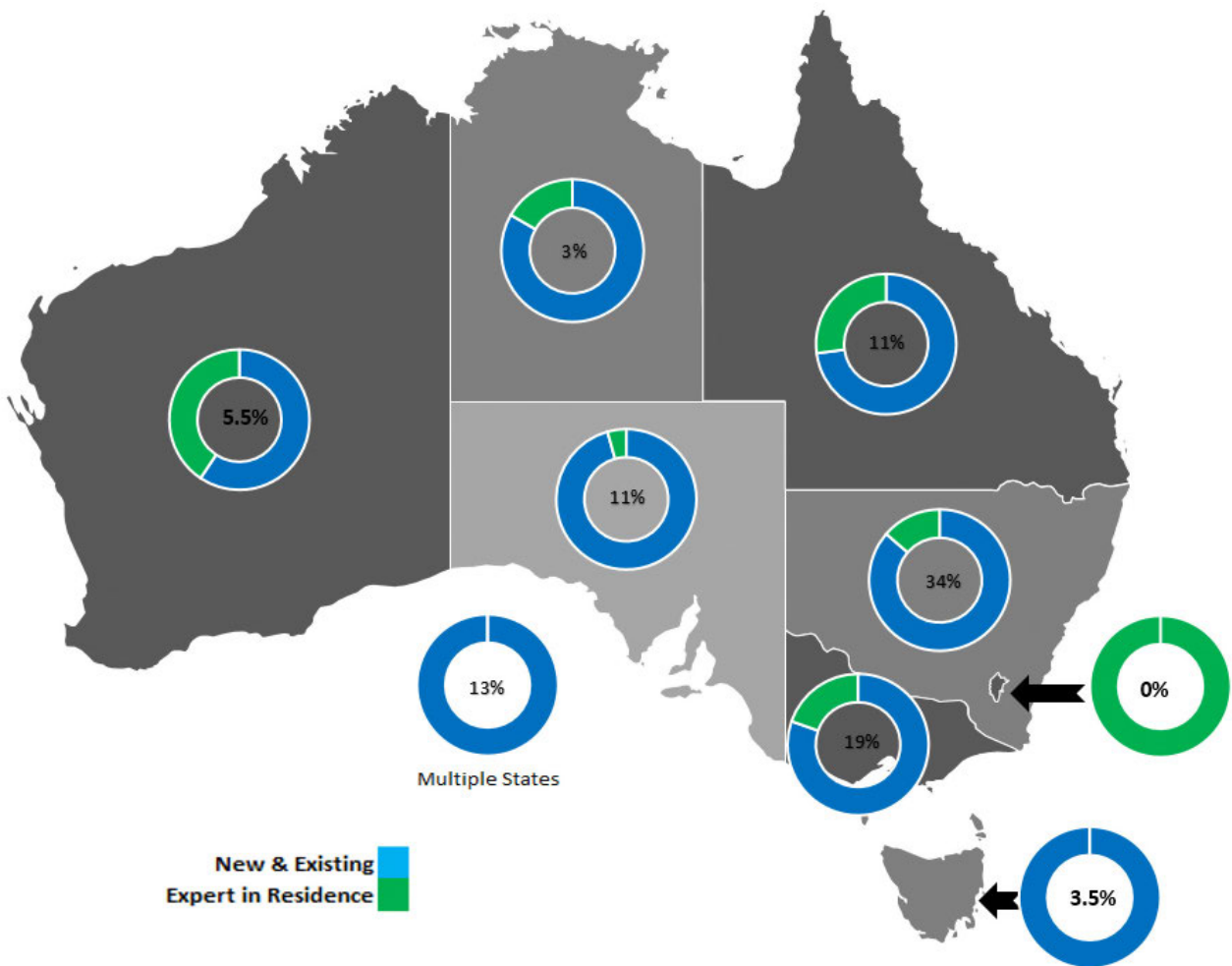
Table 1: ISI Project distribution – All Projects

State	NEI	NEI Value	EIR	EIR Value
NSW	17	\$ 6,317,849	22	\$ 999,668
VIC	8	\$ 3,334,423	23	\$ 814,860
QLD	5	\$ 1,790,474	19	\$ 664,661
WA	2	\$ 732,250	18	\$ 501,275
ACT	0	0	2	\$ 75,000
NT	1	\$ 500,000	1	\$ 100,000
SA	5	\$ 2,195,705	3	\$ 99,475
TAS	2	\$ 905,347	0	0
Multiple States	6	\$ 2,805,285	0	0
TOTAL	46	\$ 18,581,333	88	\$ 3,254,939

Table 2: New and Existing Incubators - Metropolitan and Regional Projects

	Number of Projects	Value of Projects
Metropolitan projects	26	\$10.1 million
Regional projects	18	\$7.6 million
Both Metro and Regional	2	\$0.75 million

Figure 1: Approved projects (NEI and EIR) by state and funding component



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Innovation and
Science Australia

MEETING OF
Entrepreneurs' Programme Committee
31 OCTOBER 2019

Agenda Item 8.1 Accelerating Commercialisation – Financial Report
As at 24 October 2019

Background

Accelerating Commercialisation (AC) was opened to applications on 1 November 2014. The grant component of the program's appropriation for the next four years is:

	2019-20	2020-21	2021-22	2022-23
	\$m	\$m	\$m	\$m
Current Grant allocation	42.837	42.917	45.000	45.200

Meetings to Date

The Committee has previously approved 418 applications for a total of \$203.578 million in funding. This figure includes extensions of funds approved by the Program Delegate and excludes decommitments for unutilised grant funds.

The uncommitted grant funds remaining for the current year and over the next three years is as follows:

	2019-20	2020-21	2021-22	2022-23
	\$m	\$m	\$m	\$m
Appropriation (Grant Component Only)	42.837	42.917	45.000	45.200
Current Commitments	16.650	4.245	0.150	0.000
Uncommitted funds	26.187	38.672	44.850	45.200

31 October 2019 Committee Meeting

S 47E(d)

The funds that would be committed based on Commercialisation Advisers' scores and various pass levels is shown in the following table:

S 47(1)(b)

Future Outlook

S 47(1)(b)

- On average, approximately 50% of expenditure for Accelerating Commercialisation projects occurs within the first six months with the remaining 50% occurring over the following 18 months.

Commitments by Growth Centre of the Industry Growth Component

The table below represents expenses and commitments attributed to Industry Growth Centres as part of the AC element of the Entrepreneurs' Programme. Please note that this table includes the commitments attributed to the Growth Sectors where the AC budget is funding the projects. The table includes expenses since the commencement of AC in April 2014 and current commitments.

Growth Centres	Number of Projects	Total Commitments \$m
Oil, Gas and Energy	11	6.309
Advanced Manufacturing	97	51.013
Medical Technology and Pharmaceuticals	71	38.823
Mining Equipment Technology and Services	29	14.990
Food and Agribusiness	61	32.294

ENTREPRENEURS' PROGRAMME COMMITTEE (EPC) MEETING

Department of Industry and Science

Industry House G.021

Thursday 21 February 2019

MINUTES

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4. PROGRAMME REPORTS

4.1 Programme Report – S 22

S 22

briefed the Committee on the following key topics:

- Reminded the Committee of the assessment requirements for the 15 ISI applications.
- Once the election has been announced, the department will enact the appropriate Caretaker conventions.

The Committee thanked S 22 for the respective updates.

5. FEEDBACK FROM COMMITTEE

S 22

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5.2 Committee feedback to Innovation and Science Australia Board

The Acting Chair asked the Committee if they had any specific comments and/or feedback for Innovation and Science Australia to please provide to the Chair as soon as possible.

Action Item 1

The Committee requested an up to date ISA Board members list to be circulated.

Action Officer: Secretariat

Originator of request: Committee

S 22

8. OPERATIONAL REPORTS

8.1 Accelerating Commercialisation Finance Report – AusIndustry Financial Management Team

The Committee was advised that as of 13 February 2019, 373 applications have been approved for funding. The total amount of funding is currently \$187.337 million (since EPC began in 2015).

The Committee were advised that during this meeting, there were S 47E(d)

S 47E(d)

S 47E(d)

S 47E(d)

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Innovation and
Science Australia

ENTREPRENEURS' PROGRAMME COMMITTEE (EPC) MEETING

Department of Industry and Science
Melbourne Room, 111 Bourke Street, Melbourne
Wednesday 10 April 2019

MINUTES

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4. PROGRAMME REPORTS

4.1 Programme Report – Mr Steve Stirling

Mr Stirling briefed the Committee on the following key topics:

- The Minister media release on the outcomes from the 21 February meeting.
- S 22 AC and ISI team has executed all AC and ISI funding agreements following the February meeting.
- Accelerate Edition 5 was published on 5 April 2019.
- ISI four facilitators – due to the volume of work, and with funding is coming to an end for the NEI stream, two facilitator's contracts were not extended beyond 31 March 2019. Contracts have been extended for Regional Incubator Facilitators, S 22, and they will oversee the regions vacated by S 22
- EP Forum dates have been set to 18 and 19 September 2019.

The Committee thanked Mr Stirling for his update.

Action Item 1

The program team requested an email to members in regard to their availability to change the date of the EP Committee meeting from 19 September to 20 September 2019.

Action Officer: Secretariat

Originator of request: Program team

5. FEEDBACK FROM COMMITTEE

S 22

5.2 Committee feedback to Innovation and Science Australia Board

The Chair asked the Committee if they had any specific comments and/or feedback for Innovation and Science Australia to please provide to the Chair as soon as possible. Members had no specific comments and/or feedback for Innovation and Science Australia.

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8. OPERATIONAL REPORTS

8.1 Accelerating Commercialisation Finance Report – AusIndustry Financial Management Team

The Committee was advised that as of 3 April 2019, 389 applications have been approved for funding. The total amount of funding is currently \$192.785 million (since AC began in 2014).

The Committee were advised that during this meeting, there were S 47E(d)
S 47E(d)

9. POLICY UPDATE

9.1 Policy Update – S 22

S 22 briefed the Committee on the following key topics:

- BRII Feasibility applications are in the process of being received for each of the five challenges.
- Whilst in caretaker, policy will be compiling a brief to the Minister on the AC program and other programs and would like to discuss ideas with members at a future EPC meeting.

The Committee thanked S 22 for his update.



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ENTREPRENEURS' PROGRAMME COMMITTEE (EPC) MEETING

Department of Industry and Science

Industry House, Canberra

Wednesday 15 May 2019

MINUTES

S 22





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4. PROGRAMME REPORTS

4.1 Programme Report – Mr Steve Stirling

Mr Stirling briefed the Committee on the following key topics:

- Caretaker period – business as usual for the committee;
- Decisions have been put on hold until the Caretaker period is over; and
- The Department was preparing briefs to coincide with the results of the election.

Mr Stirling advised the Committee that this was his last meeting (as he would be transferring to another division within the Department) and that Ms Emma Greenwood would be the new Programme Delegate.

The Committee thanked Mr Stirling for his update, his support for the EPC in his capacity as Programme Delegate and wished him all the best for his future endeavours.

5. FEEDBACK FROM COMMITTEE

S 22

5.2 Committee feedback from Innovation and Science Australia (ISA) Board

The Committee noted the letter from the Chair of the ISA Board, Mr Andrew Stevens, sent to members with the agenda papers on 1 May 2019.

5.3 Committee feedback to Innovation and Science Australia (ISA) Board

The Chair asked the Committee if they had any specific comments and/or feedback for Innovation and Science Australia (ISA) to please provide to the Chair as soon as possible. Members had no specific comments and/or feedback for Innovation and Science Australia.

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8. OPERATIONAL REPORTS

8.1 Accelerating Commercialisation Finance Report – AusIndustry Financial Management Team

The Committee was advised that as of 8 May 2019, 395 applications have been approved for funding. The total amount of funding is currently \$194.670 million (since AC began in 2014).

Due to the Caretaker period, S 47E(d) from the 10 April 2019 meeting were yet to be approved by the Programme Delegate. This total was included in the total above.

The Committee were advised that during this meeting, there were S 47E(d) S 47E(d)

9. POLICY UPDATE/ BUSINESS RESEARCH AND INNOVATION INITIATIVE

9.1 BRII Update – round 2 challenges – S 22 S 22

briefed the Committee on the following key topics:

- BRII Feasibility applications have been received for each of the five challenges;
- Challenge agencies are in the process of assessing the S 47E(d) ; and
- Reminded the Committee that a meeting to assess BRII round 2 applications was scheduled for 30 May 2019 in Canberra.

The Committee thanked S 22 for his update.

S 22



ENTREPRENEURS' PROGRAMME COMMITTEE (EPC) MEETING

Department of Industry and Science

Industry House, Canberra

Thursday 27 June 2019

MINUTES

S 22





S 22

4. PROGRAMME REPORTS

4.1 Programme Report – Ms Emma Greenwood

Ms Greenwood briefed the Committee on the following key topics:

- The Minister's media release on the outcomes from the last two meeting is expected shortly.

S 47E(d)

S 22

5. FEEDBACK FROM COMMITTEE

S 22

5.2 Committee feedback from Innovation and Science Australia (ISA) Board

The Committee noted the letter from the Chair of the ISA Board, Mr Andrew Stevens, sent to members with the agenda papers on 13 June 2019.

5.3 Committee feedback to Innovation and Science Australia (ISA) Board

The Chair asked the Committee if they had any specific comments and/or feedback for Innovation and Science Australia (ISA) to please provide to the Chair as soon as possible. Members had no specific comments and/or feedback for Innovation and Science Australia.

S 22

S 22

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8. OPERATIONAL REPORTS

8.1 Accelerating Commercialisation Finance Report – AusIndustry Financial Management Team

The Committee was advised that as of 24 June 2019, 400 applications have been approved for funding. The total amount of funding is currently \$195.126 million (since Accelerating Commercialisation began in 2014).

Due to the Caretaker period, S 47E(d) meetings are yet to be approved by the Programme Delegate. This total was included in the total above.

The Committee were advised that during this meeting, there were S 47E(d) S 47E(d) S 47E(d)

9. POLICY UPDATE

9.1 Incubator Support expansion – S 22

S 22 the Committee on the following key topics:

- The Government has committed \$5 million over 4 years from 2019-20 to expand Incubator Support Initiative to provide grant funding to organisations to assist first-generation migrant and refugee start-ups.
- Initial contact between the departments of Industry, Prime Minister and Cabinet and Home Affairs confirmed the above as the available details of the commitment.
- Commercialisation Policy Branch is currently working with AusIndustry to develop options to implement the election commitment under the Incubator Support Initiative.

The Committee provided the following suggestions in regard to the design and implementation of Incubator Support expansion to migrants and refugees, such as:

- A mechanism to include it into an existing Incubator or a growth sector;
- Cross cultural skills – global and national opportunities;
- Professional support; and
- Possibility of a university to assist, for example, Uber are engaged with a university to assist in professional development of migrant drivers and partners.

The Committee thanked S 22 for his update.
S 22

ENTREPRENEURS' PROGRAMME COMMITTEE (EPC) MEETING
Department of Industry and Science
Industry House, Canberra
Thursday 8 August 2019
MINUTES

S 22



S 22

4. PROGRAMME REPORTS

4.1 Programme Report – Ms Emma Greenwood

Ms Greenwood and S 22 thanked the Committee on the feedback received from the last Committee meeting in regard to the ISI Migrant and Refugee election commitment.

S 22 and S 22 have recently been meeting with other government departments and agencies such as S 22 who have also consulted with incubators. These meetings are assisting the department to specifically target those incubators in regional areas with a high level of migration. The

department is in the process of redesigning the first-generation migrant and refugee start-ups guidelines with a clear focus to target existing and regional incubators.

Ms Greenwood also advised the Committee on the following key topics:

- S 47E(d)
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- Strategic insights about the Entrepreneur's Programme are being compiled to be presented to the Minister.
- The EP Program team are in the process of building an EP marketing campaign; the content will be developed by EP and will also engage with the department's communications division.

The Committee provided the following feedback to the delegate:

- The appropriate turnaround time to advise AC applicants would be 15 business days. Companies that have applied for an AC grant often find that the ecosystem can change quite quickly and their financial requirements can also change within a short time. EPC also noted that a lack of swift timing can undermine the program.
- It would be appropriate to see the data behind the health of the commercialisation ecosystem.
- The Committee look forward to the EP marketing campaign and believe it is a disservice to not promote the successes of Accelerating Commercialisation.
- The Committee believes that it would be beneficial to have a data strategy to gather details on ISI applications.

4.2 Accelerating Commercialisation Statistics Paper

The Committee thanked the department for providing the statistics paper and noted that the presentation of the paper was beneficial, providing a summary of the grants approved to date, sector detail, approval rates and other updates for Accelerating Commercialisation and the Incubator Support Initiative.

5. FEEDBACK FROM COMMITTEE

S 22

5.2 Committee feedback to Innovation and Science Australia (ISA) Board

The Chair asked the Committee to provide any specific comments and/or feedback for Innovation and Science Australia (ISA) Board as soon as possible. Members had no specific comments and/or feedback for ISA at this time.

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8. OPERATIONAL REPORTS

8.1 Accelerating Commercialisation Finance Report – AusIndustry Financial Management Team

The Committee was advised that as of 26 July 2019, 403 applications have been approved for funding. The total amount of funding is currently \$197.369 million (since Accelerating Commercialisation began in 2014).

The Committee were advised that during this meeting, **S 47E(d)**
S 47E(d)

9. POLICY UPDATE

S 22 provided the Committee with a copy of The Boosting Female Founders Initiative discussion paper and were interested in the thoughts of the Members (noting the paper was embargoed).

- The department is in the design process of the initiative and are at the consultation ideas and challenges stage.
- The Boosting Female Founders Initiative Regional centres haven't been bedded down
- The department is aiming to launch the initiative next financial year.
- A workshop to consult with AC Advisers is being planned.

S 22 also advised the Committee that BRII guidelines are being reviewed and will be presented at the next EP meeting.

The Committee thanked **S 22** and **S 22** for their updates.

S 22



ENTREPRENEURS' PROGRAMME COMMITTEE (EPC) MEETING

Department of Industry and Science

Industry House, Canberra

Friday 20 September 2019

S 22

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S 22

4. PROGRAMME REPORTS

4.1 Programme Report – Ms Emma Greenwood

Ms Greenwood reported on the following key topics:

- The EP Forum was held on 18 -19 September 2019.
 - The emphasis of the Forum was to ensure the delivery network understand potential changes to improve the program, improve outcomes for businesses, and work collaboratively across the program.
 - The Hon Karen Andrews presented on day two of the Forum, and met with two AC businesses, and one Innovation Connection business.
 - The feedback from participants was the two day Forum was well received.
 - S 22 attended the Forum and advised the Committee how impressed she was with the skills and quality of the advisers, and found each of the learning streams and components offered were of great value to the participants. Overall the engagement of the group was very impressive.
- The ISI and AC functions have been separated to allow a full focus on each service.
- S 47(1)(b) Ms Greenwood has brought S 22 on as the Innovation Outcome Manager to focus on Innovation, and S 22 will continue to focus on AC to continue building on commercialisation.
- The government and Minister are interested in the metrics and quality of advice provided from the program, recognising there are elements which have not been captured as yet.
- The EPC outcomes from June have been finalised. The August announcements are currently under embargo, and the ISI recommendations are with the Ministers office for approval.
- The ISI migrant expansion brief has been returned to the department and will be an important discussion with the Ministers office in regard to understanding the impacts as a whole.
- S 47E(d)
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- ISI data strategy will be compiled from the ISI outcomes from a handful of applications, early measures are looking successful.
- The program team will look at circulating advice on ways of looking at the sentiment of the ecosystem (measuring trends of investors of particular sectors). At this stage it is too early to compile the data,

however the program will continue to look at proxies. Ms Greenwood will add this topic to her future delegates report.

- The government is interested in the metrics and quality of advice of data which is not being measured; for example, the value of EOIs of applicants whom don't end up being a grantee. These elements can also impact the program.

The Committee provided the following feedback to the delegate:

- The Chair acknowledged metrics are essential and the data reinforces the value of the program.
- The Committee and the AC Director recognised the work done to date by the AC program team on recording the AC data metrics, which is a material contribution of the value of the program.
- The Committee agreed to provide the program team with any data points that may be of interest.

The Committee thanked Ms Greenwood for her delegates report.

S 22

6. FEEDBACK FROM COMMITTEE

S 22

6.2 Committee feedback to Innovation and Science Australia (ISA) Board

The ISA Board has decided to move away from the existing practice of receiving short reports from all Committees for each meeting, in favour of inviting the Chair of each sub-Committee to join the Board once each year. This will give the Committee Chairs the opportunity to talk in more detail about both the operational and strategic issues affecting the programs. S 22 office will continue to engage with the department on the status of the programs in-between Board meetings.

S 22

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9. OPERATIONAL REPORTS

9.1 Accelerating Commercialisation Finance Report – AusIndustry Financial Management Team

The Committee was advised that as of 8 August 2019, 411 applications have been approved for funding. The total amount of funding is currently \$200.760 million (since Accelerating Commercialisation began in 2014).

The Committee were advised that during this meeting, there were S 47E(d)

S 47E(d)

10. POLICY UPDATE

S 22 advised the Committee that BRII guidelines are being reviewed and will be presented at the next EP meeting.

S 22

ENTREPRENEURS' PROGRAMME COMMITTEE (EPC) MEETING
Department of Industry, Innovation and Science
Industry House, Canberra
Thursday 31 October 2019
MINUTES

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S 22

4. PROGRAMME REPORTS

4.1 Programme Report – Ms Emma Greenwood

Ms Greenwood asked S 22 to report on the application announcement process. Ms Greenwood reported on the following key topics:

- AC and ISI customers have been notified of the outcomes from the September meeting. At this time, a media release of the outcomes has not been released.
- An interim agreement with the Ministers office, the work that has been undertaken for the various requirements of multiple programs that announce grant outcomes was arranged to be undertaken for the September EPC meeting, with the Ministers office. As soon as the AC and ISI recommendations have been signed by the Committee and the delegate, the Program team will be able to advise unsuccessful customers of their outcome, which provides the opportunity for those applicants to resubmit.

S 47E(d)

- Ms Greenwood has recruited two additional staff to oversee marketing and communications for the program. The new staff have extensive experience in radio and print.
 - The program will run four showcases being themed as follows: Waste (This will be the first showcase to be implemented). Manufacturing (leveraging the recently announced Manufacturing Modernisation Fund), Food and manufacturing exports and Defence (EP/ CDIC Defence). The new staff will scope the work alongside corporate communications, and the Minister's media adviser. These showcases will be presented through the following methods: glossy print, podcasts, short snappy videos via social media, and postcards.
 - The first showcase will be launched in November/December this year, with the other showcases to be launched in January/February 2020.
- The draft guidelines for the ISI migrant refugee expansion are expected to be with the central departments in the next week or two.
- There is a sense from the Ministers office that EP is continuing to deliver on the key objectives of the program. Although the program is now in its fifth year and would like to work on expanding its reach. It is also increasingly important to demonstrate that that government is having an impact in this space.
- A Probity adviser has been engaged to work on the EP Delivery Partner tender.
- The delegate would like to work with Secretariat on a revised process for managing material conflicts.

The Committee provided the following comments and feedback to the delegate:

- The Committee asked if the program has identified a target audience and data metrics for its marketing and communications strategy. The Committee discussed what the AC risk appetite is for applications, and if the program has a higher tolerance for investing in success. The Committee expressed an interest in the value of the messaging that could be signalled to the ecosystem and expressed interest in contributing to the development of the marketing and communications strategy.
- The Committee discussed the scoring of criteria around management and national benefits. It was proposed that time be made at a future meeting to have a more fulsome discussion on this. Advisors

should encourage applicants to provide a video if they can. The Committee acknowledged this may not work for some applicants.

The Committee thanked Ms Greenwood and **S 22** for the delegates report.

4.2 Accelerating Commercialisation Statistics Paper

The Committee noted and thanked the department for providing the statistics paper.

4.3 Incubator Support Initiative Statistics Paper

The Committee noted and thanked the department for providing the statistics paper.

5. FEEDBACK FROM COMMITTEE

S 22

5.2 Committee feedback to Innovation and Science Australia (ISA) Board

Members had no specific comments and/or feedback to the Innovation and Science Australia (ISA) Board.

S 22

S 22

8.1 Accelerating Commercialisation Finance Report – AusIndustry Financial Management Team

The Committee were advised that as of 31 October 2019, 418 applications have been approved for funding. The total amount of funding is currently \$203.578 million (since Accelerating Commercialisation began in 2014).

The Committee were advised during this meeting, there were S 47E(d)
S 47E(d)

9. POLICY UPDATE

S 22 advised the BRII Proof of Concept round 2 meeting being held on Wednesday 27 November. It is
S 47E(d)

The Committed noted the primary and secondary spokespersons for the upcoming round will remain similar to the previous meeting in May to assess proof of concept. The applications will be available in the coming week and will be loaded onto GovTeams.

S 22

ENTREPRENEURS' PROGRAMME COMMITTEE (EPC) MEETING

Department of Industry, Innovation and Science
Darling Park Tower 3, Level 18, 201 Sussex Street, Sydney
Wednesday 11 December 2019

MINUTES

S 22



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S 22

4. PROGRAMME REPORTS

4.1 Programme Report – S 22

S 22 reported on the following key topics on behalf of Ms Emma Greenwood who was an apology for the meeting.

- The AC outcomes brief from the October meeting is currently with the Ministers Office.
- The ISI brief came back from the Ministers office on Tuesday 10 December. Customers will be advised within five days.
- The Committee has S 47E(d) to consider today. S 47E(d)
S 47E(d)
- The Incubator Support Initiative program expansion with amended guidelines is with the Ministers offices and will be re launched in February 2020.
- Tenderers for the delivery partners have closed and the successful partners will be advised in February 2020.
- The previously discussed new Marketing and Communications initiatives for EP are underway. The first activity includes six EP businesses involved with filming in far North Queensland on waste and recycling. Other activities include:
 - Developing a new visual identity for EP
 - Creating engaging and audience focussed key messages to sell EP strategically
 - Sharing promotional EP content through all available social media channels
 - Working with the Minister's Office on communication and marketing opportunities including the EP showcases, new EP collateral and strategic social media.
- These initiatives will form part of a detailed EP communications and marketing strategy, which is currently being drafted. The strategy will include clear communication objectives, analysis of our target audiences and measurement mechanisms. Input will be sought across EP stakeholders, including the Committee, to ensure that the strategy supports all of EP.

The Committee thanked S 22 for the delegates report.

4.2 Accelerating Commercialisation Statistics Paper

The Committee noted and thanked the department for providing the statistics paper.

4.3 Incubator Support Initiative Statistics Paper

The Committee noted and thanked the department for providing the statistics paper.

5. FEEDBACK FROM COMMITTEE

S 22

5.2 Committee feedback to Innovation and Science Australia (ISA) Board

S 22 advised the Committee of his recent meeting with S 22 in regard to Growth Sectors, particularly the Cyber Security growth sector, and why it wasn't eligible under Accelerating Commercialisation.

S 22 will be attending the ISA Board meeting on 12 December in Canberra, and invited Members to provide him with any topics they would like mentioned at the meeting.

- The Committee noted the limitations of the definitions of Growth Sectors with the current industry changes. The department advised it was a policy decision that Growth Sectors did not deliver the same program as Accelerating Commercialisation for example the Cyber Security Growth Sector.
- The Committee noted the stats surrounding seed and angel investment per capital was \$3.60 for Australia, \$5.14 for New Zealand and \$12.01 for the United Kingdom and \$25.18 for Israel.
- The Committee noted that although it wouldn't be covered under the Accelerating Commercialisation element, early stage angel and seed is an opportunity. S 22 has put out an Expression of Interest for support for S 22
- The Committee noted another message to the ISA Board is the Accelerating Commercialisation element could be expanded as there is an opportunity to evolve the program.
- The Committee discussed the Incubator Support Initiative element and whether the initiative is having an impact on the ecosystem.

S 22 will brief the ISA Board on the following key topics:

- Observations on the ecosystem
- Communications and marketing of the Accelerating Commercialisation element.

S 22

S 22

8.1 Accelerating Commercialisation Finance Report – AusIndustry Financial Management Team

The Committee were advised that as of 11 December 2019, 427 applications have been approved for funding. The total amount of funding is currently \$209.8734 million (since Accelerating Commercialisation began in 2014).

The Committee were advised during this meeting, there were **S 47E(d)**
S 47E(d)

9. POLICY UPDATE

No policy update was provided at this meeting.

S 22

ENTREPRENEURS' PROGRAMME COMMITTEE (EPC) MEETING

Department of Industry, Science, Energy and Resources

Industry House, Canberra

Thursday 20 February 2020

MINUTES

S 22

4. PROGRAMME REPORTS

4.1 Programme Report – Ms Emma Greenwood

Ms Emma Greenwood reported on the following key topics.

- The Accelerating Commercialisation (AC) applicants from the December meeting were notified of the outcomes on the 29 January 2020.
- Minister Andrews visited Helitak Fire Fighting Equipment prior to the media release announcing the ten businesses sharing in \$3.1 million in Accelerating Commercialisation grants.
- The Incubator Support Initiative (ISI) applicant's outcomes from the December meeting were notified on 18 February 2020.
- ISI Migrant and Refugee expansion was launched on the 4 February 2020, the guidelines are now available on the business.gov.au website.

S 47E(d)

- The key changes to ISI New and Existing are reduced grant size, the introduction of an EOI process prior to the applications going to the Committee, and a new, fourth, Assessment Criteria.

S 47E(d)

- The department will review the way tracking sheets are currently compiled and provided to the Committee, with the view to provide information more succinctly to assist the Committee
- The EP team would like schedule a strategy meeting to focus what is happening in the eco-system.

The Committee thanked Ms Greenwood for the delegates report and noted the following.

S 47E(d)

- The Committee suggested that it would be good to have a general index similar to a CPI to measure activity in the eco-system and the metrics of health on applications. The Committee advised the ISA completed an analysis at the December board meeting.

4.2 Communications and Marketing Strategy

S 22 provided an update in regard to the external communications strategy and marketing research:

The External Communications Strategy identifies opportunities and activities to be delivered in the coming calendar year to raise the profile, build a community of participants and share the successes of the Entrepreneurs' Programme. . The committee also discussed the need for market research to provide a better understanding of our target audience, their communications need and market gaps.

The Committee thanked **S 22** for her update and noted the following:

- The Committee noted several case studies have been developed for AC.
- The Committee suggested that it might be useful to contact unsuccessful applications.
- The Committee endorses the proposed research.

4.3 Accelerating Commercialisation Statistics Paper

The Committee noted and thanked the department for providing the statistics paper.

4.4 Incubator Support Initiative Statistics Paper

The Committee noted and thanked the department for providing the statistics paper.

5. FEEDBACK FROM COMMITTEE

S 22

5.2 Committee feedback to Innovation and Science Australia (ISA) Board

Members had no specific comments and/or feedback to the Innovation and Science Australia (ISA) Board.

S 22

8.1 Accelerating Commercialisation Finance Report – AusIndustry Financial Management Team

The Committee were advised that as of 14 February 2020, 437 applications have been approved for funding. The total amount of funding is currently \$213.271 million (since Accelerating Commercialisation began in 2014).

The Committee were advised during this meeting, there were S 47E(d)

9. BRII UPDATE

S 22 provided the Committee with an update to BRII for the upcoming meeting on Thursday 12 March 2020:

- Minister Andrews released the media release in regard to six businesses that had been granted \$1 million under BRII to develop their solutions.
- This round of Challenges are in the government priority areas of oceans, water and soil quality and technologies advancing recycling.
- S 47E(d)

S 22

