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Road to Riches Business Support Directory

Section 5 -

IMPROVING PRODUCTIVITY

APRIL 2016



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Improving Productivity

AusIndustry™:

Business Growth Grants

www.business.gov.au/grants-and-assistance/grant-finder/Pages/Business-Growth-Grant.aspx

Service delivery type: *Online, email, phone, face to face*

Face to face: *availability*

Service accessibility for Regional WA agribusinesses: *Adequate - limited by; internet connectivity in regional areas*

If applicants have received an Entrepreneurs' Program, previously the Entrepreneurs' Infrastructure Program, [Business Evaluation](#), [Supplier Improvement Plan](#), [Growth Plan](#), or [Tourism Partnership](#), an Enterprise Connect Business Review, Continuous Improvement Program or Supplier Continuous Program they may be eligible to apply for a Business Growth Grant.

Business Growth Grant funding can be used to engage a consultant/s to make improvements to applicants businesses that were recommended by their Adviser or Facilitator. Applicants Business Growth Grant projects must address areas of expertise that demonstrate:

- the preferred consultant is bringing new areas of expertise to their business
- how the project will build the internal capability of their business
- the work involved is not part of the ordinary operations of their business

The applicants business will be reimbursed up to half the cost of engaging the consultant, to a maximum of \$20,000 (excluding GST).

Eligibility: To be eligible to apply for a Business Growth Grant, applicants business's must have undertaken an Entrepreneurs' Program Business Evaluation, Supplier Improvement Plan, Growth Plan, or Tourism Partnership or an Enterprise Connect Business Review, Continuous Improvement Program or Supplier Continuous Program and meet other eligibility requirements outlined in the Business Growth Grant Customer Information Guide.

Applications for the Business Growth Grant are to be submitted in accordance with the timeframes set out in the Business Growth Grant Customer Information Guide at business.gov.au (typically within 6 months of receipt of advisory services). If the application is successful, applicants' will be required to enter into a Grant Agreement.

Please refer to the Business Growth Grant Customer Information Guide for a list of eligible activities that may be undertaken as part of the Business Growth Grant.

Note: The Entrepreneurs' Program does not enter into preferred supplier arrangements with consultants. Businesses applying for a Business Growth Grant are able to request a quote or proposal from any consultant or service provider.

Phone: 132846

Email: Submit enquiries through the online enquiry form at <http://www.business.gov.au/contact-us/Pages/email-us.aspx>

Web Chat: Web Chat is open 8am - 8pm nationally Monday to Friday. The service is closed on Australian National Public Holidays. Web chat can be accessed at: <http://www.business.gov.au/contact-us/Pages/default.aspx>

Program Status: Open for applications.

Close date: Ongoing

Location: ACT, NSW, NT, QLD, SA, TAS, VIC, WA

AusIndustry™:

Growth Services

<http://www.business.gov.au/advice-and-support/EIP/Growth-Services/Pages/default.aspx>

Service delivery type: *Online, phone, email*

Face to face: *web chat*

Service accessibility for Regional WA agribusinesses: *Fair- limited by; internet connectivity and no regional WA offices*

If a business has high growth potential, Growth Services can help develop the skills, knowledge, strategies and connections needed to accelerate growth. Growth Services provides access to specialist Business Advisers, services and connections to accelerate growth, at no charge to the business. Eligible businesses can access Growth Services over a period of up to two years; at no charge to the business.

Business Growth Grants of up to \$20,000 in matched funding may be accessed to fund engagement of external expertise to implement approved business developments recommended in the Growth Plan.

Eligibility: An applicant must first meet the eligibility criteria of the Entrepreneurs' Programme as outlined in the [Customer Information Guide](http://www.business.gov.au/advice-and-support/EIP/Growth-Services/Pages/BGS-Guidelines.aspx) (<http://www.business.gov.au/advice-and-support/EIP/Growth-Services/Pages/BGS-Guidelines.aspx>).

Businesses must complete the [Growth Services online application form](http://www.business.gov.au/advice-and-support/EIP/Growth-Services/Pages/BGS-Application-Form.aspx) (<http://www.business.gov.au/advice-and-support/EIP/Growth-Services/Pages/BGS-Application-Form.aspx>).

If eligible, a business will then be assessed against Growth Services merit criteria which review the extent to which a business has the foundations and opportunity for growth, including:

- growth opportunity
- commitment to growth
- resources and capacity to execute a growth plan

Phone: 132846

Email: Submit enquiries through the online enquiry form at <http://www.business.gov.au/contact-us/Pages/email-us.aspx>

AusIndustry™ and Australian Taxation Office:

Research & Development (R&D) Tax Incentive

<http://www.business.gov.au/grants-and-assistance/innovation-rd/RD-TaxIncentive/Pages/default.aspx>

Service delivery type: *Online, email, phone,*

Face to face: *no availability*

Service accessibility for Regional WA agribusinesses: *Fair - limited by; internet connectivity in regional areas*

The Research & Development (R&D) Tax Incentive is a targeted, generous and easy to access entitlement program that helps businesses offset some of the costs of doing R&D. The program aims to help more businesses do R&D and innovate. It is a broad-based entitlement program. This means that it is open to firms of all sizes in all sectors who are conducting eligible R&D.

Eligibility: This incentive is open to firms of all sizes in all sectors who conduct eligible research and development. You must register your activities with AusIndustry to claim the benefits.

Phone: 132846

Email: Submit enquiries through the online enquiry form at <http://www.business.gov.au/contact-us/Pages/email-us.aspx>

Web Chat: Web Chat is open 8am - 8pm nationally Monday to Friday. The service is closed on Australian National Public Holidays. Web chat can be accessed at: <http://www.business.gov.au/contact-us/Pages/default.aspx>

Program Status: Open for applications. Visit the website for application deadlines.

Close date: Ongoing

Location: ACT, NSW, NT, QLD, SA, TAS, VIC, WA

Australian Government: Business


Business videos

www.business.gov.au/news-and-updates/business-videos/Pages/default.aspx

Service delivery type: *Online,*

Face to face: *not available*

Service accessibility for Regional WA agribusinesses: *Fair- limited by; internet connectivity in regional areas.*

Business videos provide information on starting, running and growing a business in Australia. From finding a business adviser to developing business or marketing plans, the videos cover all of the tools and resources businesses need and where they can be found on business.gov.au. Subscription is also available to the [business.gov.au YouTube channel](#)  for videos to help businesses to work smarter, not harder. The video playlists cover a range of business topics including tax, employing people and intellectual property.

Business plan: The story of Albert McFlaherty, lemonade magnate

A detailed, well-structured business plan will give you direction and help your business become a success. Watch the [Business plan video](#) to find out how a unicorn, a grandmother and a business plan helped Albert become a lemonade magnate.

Marketing plan: The story of Edwin Z Ingleton, ice-cream tycoon

Marketing is more than just clever advertising and brochures. Good marketing helps your customers understand why your product or service is better than, or different from, the competition. Watch the [Marketing plan video](#) to find out how Edwin's marketing plan helped his business succeed.

Austrade:

Export Market Development Grants (EMDG)

<http://www.austrade.gov.au/Australian/Export/Export-Grants/What-is-EMDG> 

Service delivery type: *Online, email, phone,*

Face to face: *no availability*

Service accessibility for Regional WA agribusinesses: *Fair - limited by; internet connectivity in regional areas and limited offices in WA regional areas*

This scheme offers financial assistance to aspiring and current exporters. It supports a wide range of industry sectors and products, including inbound tourism and the export of intellectual property and know-how outside Australia.

The EMDG scheme:

- Encourages small and medium sized Australian businesses to develop export markets
- Reimburses up to 50% of eligible export promotion expenses above \$5,000 provided that the total expenses are at least \$15,000
- Provides up to eight (8) grants to each eligible applicant.

Eligibility: Eligible individuals or businesses must have an income of less than \$50 million per year and incur at least \$15,000 of eligible export expenses. Visit the website for other eligibility criteria.

Program Status: Applications are currently closed. Export Market Development Grants (EMDG) applications for the 2015-16 grant year, lodged by consultants approved under the EMDG Consultant Quality Incentive Program, are open from 1 July 2016 to mid-night (Australian Eastern Daylight Time) on 28 February 2017.

Self-Lodged applications for the 2015-16 grant year, and those applications lodged by consultants **not** approved under the EMDG Consultant Quality Incentive Program close at mid-night (Australian Eastern Daylight Time) on **30 November 2016**.

Contact: EMDG general enquiry for at:

<http://www.austrade.gov.au/Contact/EMDG-Enquiries/EMDG-general-enquiry-form>

Phone: 132878

Location: ACT, NSW, NT, QLD, SA, TAS, VIC, W

AusTrade : **For Australian Exporters**

<http://www.austrade.gov.au/australian>

Service delivery type: *Online, phone, email*

Face to face: *no availability*

Service accessibility for Regional WA agribusinesses: *Fair- limited by; internet connectivity and no regional WA offices*

Expand your business by exporting

Exporting can be a profitable way of expanding your business, spreading your risks and reducing your dependence on the local market. Austrade research shows that, on average, exporting companies are more profitable than their non-exporting counterparts. Exporting exposes you to new ideas, management practices, marketing techniques, and ways of competing that you wouldn't have experienced by staying at home. All this considerably improves your ability to compete in the domestic market as well. By going overseas, you can become more efficient and increase your productivity. Exporting companies have better growth prospects, highly skilled, highly productive staff and tend to adapt technology and best practice techniques faster.

Even if you have a limited domestic market, you should think about exporting - around a quarter of new exporters are born globals. Global brands can be built from small local companies – especially in rural and regional Australia.

Links are provided for:

- Guide to exporting at <http://www.austrade.gov.au/Australian/Export/guide-to-exporting> which provides a step by step guide.
- Export markets; <http://www.austrade.gov.au/Australian/Export/Export-markets/Countries>
- Export Grants; <http://www.austrade.gov.au/Australian/Export/Export-Grants> including;
- Free Trade Agreements <http://www.austrade.gov.au/Australian/Export/Free-Trade-Agreements>

Contacts:

For an export related matter; Phone 132878 or access the Export Related Enquiry form at;

<http://www.austrade.gov.au/Contact/Export-Enquiries/Export-related-enquiry-form>

Export Market Development Grants (EMDG); Phone 132878 or access the EMDG Enquiry form at;

<http://www.austrade.gov.au/Contact/EMDG-Enquiries/EMDG-general-enquiry-form>

An investment related matter; Phone 132878 or access the Investment Related Enquiry form at;

<http://www.austrade.gov.au/International/Invest/Investment-Specialists/Enquiry-Form>

Or email info@austrade.gov.au

Business Enterprise Centres (BEC) Australia

<http://becaustralia.org.au/>

Service delivery type: *face to face and phone*

Face to face: *highly available*

Service accessibility for Regional WA agribusinesses: **Adequate- *limited by***; *no offices in WA regional areas*

BEC Australia have a nationwide network of Business Enterprise Centres that are recognised as the first and best point of contact for small business operators seeking quality business information, advice and guidance.

WA: Business Enterprise Centre (BEC) - Belmont BEC

www.business.gov.au/advice-and-support/advisor-finder/Pages/Business-Enterprise-Centre-BEC-Belmont-BEC.aspx

Belmont BEC is a non-profit community based organisation established in 1994 to assist in the growth and development of small business.

Advisory services provided:

- **Marketing:** preparation of simple marketing plans for small businesses on promotional opportunities & advertising options in their local area.
- **Leasing guidance:** information and guidance on leasing terms and conditions during negotiations with prospective landlords.
- **Staff training programs:** develop and deliver training programs for small businesses
- **Women:** will ensure programs cater for the needs of this client group

Fees:

Facilitator Fee – \$99 per hour

Consultant Fee – Marketing Plans, Business Plans \$99 per hour

Legal and Accounting Services – \$99 per hour (based on eligibility & pre approval)

Members can receive discounted rates.

Location: 7 Fairbrother Street Belmont WA 6104

Mail: PO Box 370 Cloverdale WA 6985

Phone: (08) 9479 3777 (M) 0433 349 521

Fax: (08) 9479 3888

Email: info@belmontbec.com

Monday - Friday 9:00am - 5:00pm. A fee may apply for some services

Department of Agriculture and Water Resources

Recipes for Success: Case studies in innovative food business 2001

<http://www.agriculture.gov.au/ag-farm-food/food/publications/recipes-success>

Service delivery type: *Online, phone*

Face to face: *no availability*

Service accessibility for Regional WA agribusinesses: **Fair- *limited by***; *internet connectivity and no regional WA offices*

Recipes for Success is a book of case studies. It shows how many novel products and processes evolved and contributed to business success, and illustrates the importance of innovation as a core business behaviour.

Phone: 1800 900 090

Department of Water:

Farm Water Rebates Scheme (FWRS) - WA

<http://www.water.wa.gov.au/planning-for-the-future/rural-assistance/farm-water-rebate-scheme> 

Service delivery type: *Online, email and phone*

Face to face: *no availability*

Service accessibility for Regional WA agribusinesses: *Poor - limited by; internet connectivity in regional areas and limited offices in WA regional areas*

Commercial farmers who have had their farm water supply audited can apply for a rebate once water supply improvements have been made. Farmers can claim up to 50 per cent of expenditure on approved water supply works, up to \$15 000 per farming business, every ten years. All works being claimed must be installed within 18 months of the audit being completed.

Landholders who are directly connected to a scheme water pipeline or operate an intensive business have limited access to the Farm Water Rebate Scheme. Hobby farmers are ineligible.

Please refer to the [rebate schedule](#) for eligible works. All works completed on-farm must meet the [design guidelines](#) in order to be eligible to claim a rebate.

Further information on the Farm Water Rebate Scheme is contained within the [Farm Water Supply Planning Scheme and Farm Water Rebate Scheme – Information for applicants booklet](#).

Eligibility: Open to WA commercial farmers in dry land agricultural areas (areas receiving less than 600mm average annual rainfall). Landholders who are directly connected to a scheme water pipeline or operate an intensive business have limited access to the Farm Water Rebate Scheme. Hobby farmers are ineligible.

Phone: 1800 780 300

Email: ruralwater@water.wa.gov.au.

Program Status: Applications may be made at any time.

Food Innovation Australia Ltd.:

The Enterprise Solution Centre

<http://www.fial.com.au/enterprise-solution-centre-2016> 

Service delivery type: *Online and phone/email contact with advisors*

Face to face: *available*

Service accessibility for Regional WA agribusinesses: *Fair- limited by; internet connectivity and no regional WA offices*

The program connects companies to expertise, technical and/or research advice to provide a solution to a technical challenge which businesses are unable to solve themselves in order to take advantage of a market opportunity.

The new solution, when supported with training to build business capability, is designed to increase the competitiveness of the company in their desired markets.

Eligibility:

To be eligible, business's must:

- Be an operating food and agribusiness manufacturing company which has a technical challenge that they cannot solve. Businesses cannot be a start-up.
- Have a defined path to a market channel for the solution.
- Be able to co-fund half the project.

Location: 671 Sneydes Road Werribee, VIC 3030 Australia

Mail: Private Bag 16, Werribee, VIC 3030 Australia

Phone: + 61 3 9731 3422

Email: info@fial.com.au

Program Status: Applications for the next round are expected to open mid-year, please check website for dates.

GRDC - Accounting

Fact Sheets; Farm business costs

<https://grdc.com.au/Resources/Factsheets/2014/02/Farm-Business-Costs>

Service delivery type: *Online*

Face to face: *not available*

Service accessibility for Regional WA agribusinesses: *limited; by internet connectivity in regional areas*

Do you know where your money is going? Can you justify it?

Key Points

- Top farm businesses understand their expenditure in five key cost areas: Variable Costs, Overhead Costs, Financial Costs, Personal Costs and Capital Costs.
- Good cost management is central to running a profitable farming business. It is not just about reducing costs but understanding the returns.
- Understand why costs are grouped which will assist with enterprise analysis and business decision making.
- Costs tend to increase over time – review them regularly and look for savings.
- It is important to know the impact of costs on both your profit and loss and your cash flow.

Want to link to this publication?

Use www.grdc.com.au/FBM-FarmBusinessCosts to ensure your link remains current and up-to-date!

GRDC

Fact Sheets; Cost of production

<https://grdc.com.au/Resources/Factsheets/2013/11/Cost-of-Production>

Service delivery type: *Online*

Face to face: *not available*

Service accessibility for Regional WA agribusinesses: *limited; by internet connectivity in regional areas*

As most Australian farmers are ‘price takers’ rather than ‘price makers’, it is important to know the business cost of production for your various commodities. Knowing this cost will inform your marketing decisions and ensure that you are selling at a profit.

Key Points

- Successful farm businesses know the cost of production of each commodity they produce.
- The challenge in calculating the cost of production is the allocation of overhead costs.
- Knowing the cost of production is fundamental to maintaining profitability.
- Cost of production data can be used to drive marketing decisions and improve profitability.
- Cost of production data can also be used to reduce business risk.

Want to link to this publication?

Use www.grdc.com.au/GRDC-FS-CostOfProduction to ensure your link remains current and up-to-date!

GRDC

Fact sheets: Improving time management and labour efficiency on the farm

<https://grdc.com.au/Resources/Factsheets/2013/05/Labour-management-improving-time-management-efficiency>

Service delivery type: *Online*

Face to face: *no availability*

Service accessibility for Regional WA agribusinesses: *Fair- limited by; internet connectivity*

Time is the only resource every person has in equal amounts, however some people achieve more in a given time frame compared to others. Time management and timeliness are skills that can be learned and improved upon.

Key points

- Learn how to manage your time better to achieve your business goals.
- Record, monitor and assess how time is spent.
- Get comfortable using to-do lists, whether they are daily, weekly or monthly.
- Develop a consistent way to rank and prioritise tasks.
- Learn to delegate tasks to other employees or contractors where appropriate.
- “The key is not to prioritise what’s on your schedule, but to schedule your priorities.” - Stephen Covey

Want to link to this fact sheet/ publication?

Use www.grdc.com.au/GRDC-FS-FarmLabour-TimeManagement to ensure that your link remains up-to-date!

GRDC - Accounting

Fact Sheets; Profit and loss budget

<https://grdc.com.au/Resources/Factsheets/2013/11/Profit-and-Loss-Budget>

Service delivery type: *Online*

Face to face: *not available*

Service accessibility for Regional WA agribusinesses: *limited; by internet connectivity in regional areas*

Maintaining a sound business management discipline of measuring business performance, using this information for planning and then learning from each year’s results, will ensure a healthy and sustainable business. Understanding your profit and loss budget is essential to this process.

Key Points

- Profit and loss is the true measure needed to determine business long-term sustainability.
- Profitability is not the same measure as cash flow.
- Profitability is a key measure of farm efficiency.

Want to link to this publication?

Use www.grdc.com.au/GRDC-FS-FFT-ProfitLossBudget to ensure your link remains current and up-to-date!

GRDC - Accounting

Fact Sheets; Production economics

<https://grdc.com.au/Resources/Factsheets/2014/02/Production-Economics>

Service delivery type: *Online*

Face to face: *not available*

Service accessibility for Regional WA agribusinesses: *limited; by internet connectivity in regional areas*

Getting the most profitable results from your farm business requires a careful balance of input costs to produce the optimum yield.

Key Points

- Every business has limited productive resources, including land, labour, management and capital.
- Production economics provides a framework for decision making about how best to use these limited resources to maximise profit.
- Maximising yield is not the most useful basis on which to make decisions about production.
- Understanding 'marginal cost' and 'marginal return' is very important when making production decisions.
- It is critical to know the impact of increasing inputs on working capital – does it limit your ability to do other things?

Want to link to this publication?

Use www.grdc.com.au/FBM-ProductionEconomics to ensure your link remains current and up-to-date!

GRDC Publications

Farm decision making

<https://grdc.com.au/Resources/Publications/2016/04/Farm-decision-making>

Service delivery type: *Online*

Face to face: *no availability*

Service accessibility for Regional WA agribusinesses: *Fair- limited by; internet connectivity and no regional WA offices*

The difference between a 'good' decision and a 'right' decision. We often describe 'good' and 'right' decisions interchangeably but there is a useful distinction. A 'good' decision is an informed decision. To be informed you need to:

- Appreciate the consequences of the various actions you could take
- Have the least regret if it doesn't go according to plan
- Increase the chances of a favourable outcome.

A 'right' decision can only be judged in hindsight - it becomes a matter of time. Also remember the decision you make today may be different to the decision you make tomorrow. Things do go wrong - and they will.

Use <https://grdc.com.au/FarmDecisionMaking> to ensure your link remains current and up-to-date!

GRDC Publications

Impact of weeds on Australian grain production

<https://grdc.com.au/Resources/Publications/2016/03/Impact-of-weeds-on-Australian-grain-production>

Service delivery type: *Online*

Face to face: *no availability*

Service accessibility for Regional WA agribusinesses: *Fair- limited by; internet connectivity and no regional WA offices*

The GRDC has commissioned a comprehensive industry study into the cost of weeds, including yield loss and the costs of weed management practices. With input from grain growers, agronomists, consultants, agribusiness data experts and weed researchers, the report, Impact of weeds on Australian grain production: The cost of weeds to Australian grain growers and the adoption of weed management and tillage practices, is the most comprehensive review to date and will help guide future decisions on cropping systems research, development and extension.

Keep up to date with this publication by using the following URL: www.grdc.com.au/ImpactOfWeeds

GRDC

Update Papers; Help for farm business to manage profitability and manage risk

<https://grdc.com.au/Research-and-Development/GRDC-Update-Papers/2014/10/Help-for-Farm-Business-to-manage-profitability-and-manage-risk>

Service delivery type: *Online, phone, email*

Face to face: *not available*

Service accessibility for Regional WA agribusinesses: *Fair- limited by; internet connectivity and no regional WA offices*

Sarah Jacobson

Agronomist, Consultant to CWFS for the Profit and Risk Project,

Take Home Messages

- Cash flow analysis shows the sensitivity of the farm business to varying seasons.
- Mixed Farming Systems are more sustainable in poorer seasons. However, they are not as able to capture the large profits in the better years (Decile>5).
- Leasing provides opportunity for business expansion when a business is in a low equity position.

Contact Details

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Phone: 0427487346

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