

ADVANCED MANUFACTURING GROWTH CENTRE

WIND ENERGY MANUFACTURING CO-INVESTMENT PROGRAM

FAQs



Department of
**Jobs, Tourism, Science
and Innovation**

1. Are non-Australian owned businesses eligible for co-funding?

The project applicant must have an ACN which denotes that it is a company registered in Australia. As such, wholly owned Australian companies will score higher against the evaluation criteria.

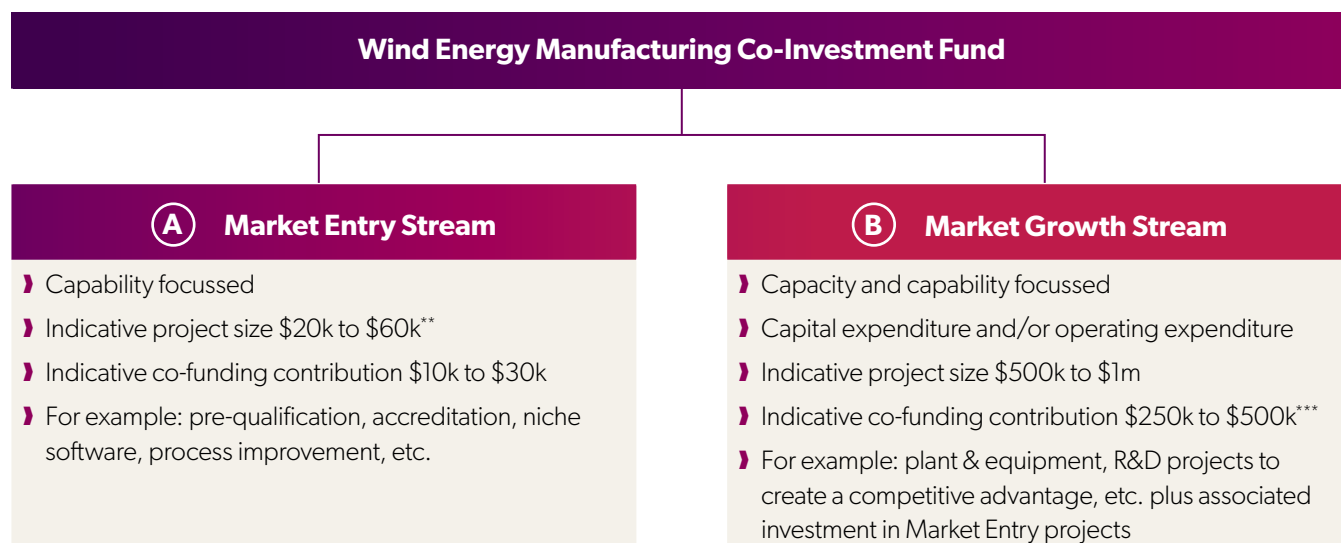
2. Is this co-funding opportunity open to all Australian manufacturers?

Yes, providing they have an ACN and can demonstrate their commitment to being located and operating in Western Australia (WA) for at least the next three years from the date of the execution of the Project Agreement. In addition, all applications must provide a rationale for how their WA-based funded project will enhance their capacity or capability to participate in the wind energy supply chain and how it is linked to their business strategic plan. Preference will be given to companies that have activities that contribute to the overall WA economy.

3. What are the manufacturing priority areas for co-funding eligibility?

The Program seeks to unlock further opportunities for local manufacturers to participate in wind energy supply chains. The funding is available in two streams. The first stream targets manufacturers seeking to prequalify, Market Entry Stream. The second stream is for manufacturers seeking to grow existing capabilities and capacity, Market Growth Stream.

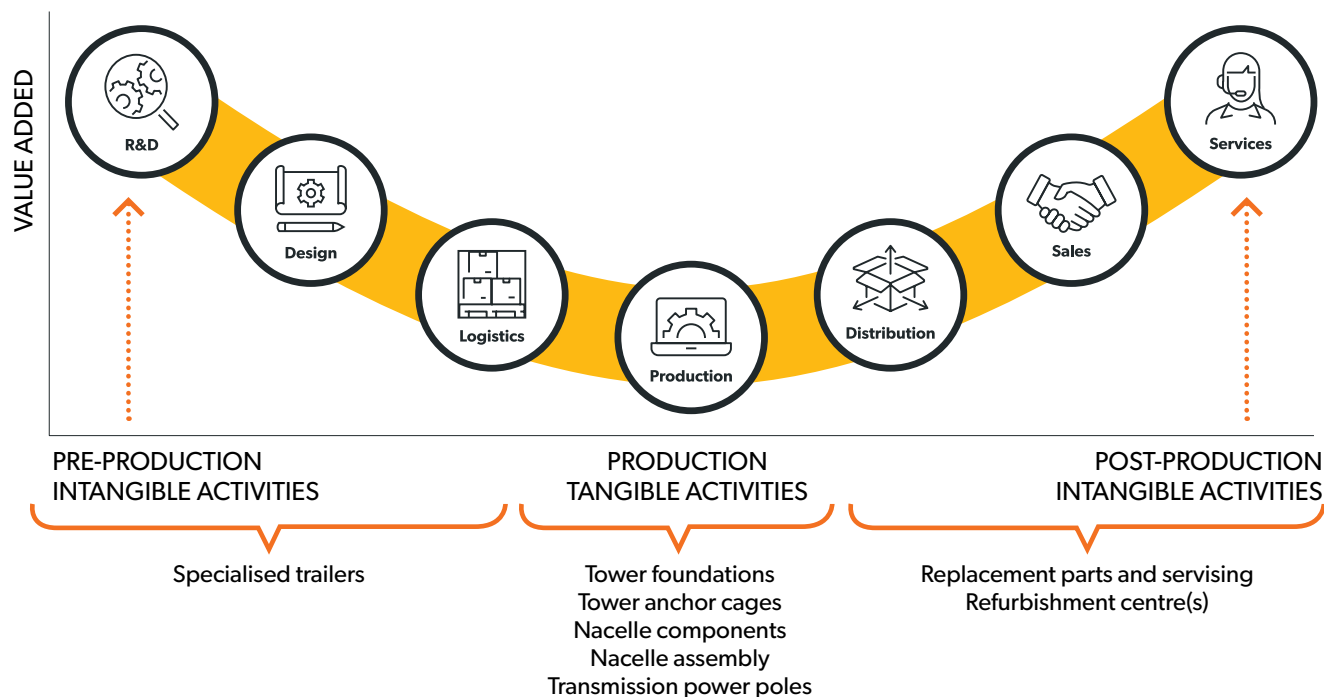
Analysis of the wind energy market has identified immediate opportunities for local manufacturers at the organisation level in the following priority areas for this funding:



* Please refer to 'Guidance for Applicants' document for specific eligibility criteria.

** Project size and co-funding amounts are indicative only, with projects to be considered between \$20k and \$1m (\$10k and \$500k co-funded).

*** Capital expenditure is typically capped at 25% of total project costs, noting that co-funding greater than 25% and/or \$500k may be considered if there are demonstrated benefits to the State of Western Australia.



4. What is meant by co-investment?

Co-investment, or matched funding, is where industry must match the funding provided by AMGC on a dollar-for-dollar basis with AMGC funding to make up no more than 50 per cent of total project cash value. The manufacturer's contribution must be cash. You cannot use funding from other Commonwealth, State, Territory, WA government or local government grants to fund the balance of your project expenditure not covered by funding from this program. While applicants cannot use external grants to fund their balance of project expenditure, they are encouraged to seek funds and in-kind support in addition to those provided by themselves or AMGC.

5. What is the minimum/maximum value of the co-funding?

There are two pathways to secure funding within the program and the size of funding for each AMGC co-funded investment will depend on which funding stream you apply for:

- ▶ Market Entry Stream: indicatively between \$10,000 and \$30,000 matched by industry
- ▶ Market Growth Stream: indicatively between \$250,000 and \$500,000 matched by industry

Project size and co-funding amounts are indicative only, with projects to be considered between \$20,000 and \$1,000,000 (\$10,000 and \$500,000 co-funded). Project co-funded applications higher than \$500,000 may be given consideration based on the merits of the benefits of the funded project to the WA economy.

6. What time period will I have to complete my project?

The funding will seek projects with a 18-month completion timeline.

7. How can I check my eligibility before going through the effort of submitting a full application?

The full application form will only become available once you have completed the 'eligibility checker' fields which make up the first part of the application form. This first part of the form will automatically perform an eligibility check based on the information provided. The full application form will open for completion if you generate an initial merit criteria score greater than 50 per cent. This is to avoid wasting your time unnecessarily on a full application form. Once a full application form is completed and submitted, a more thorough assessment of your application will commence. Progress to a full application does not mean that you will receive co-funding. Please contact AMGC if potential Applicants are unsure of their suitability – AMGC will work closely with potential Applicants throughout the process to ensure the best outcome possible.

8. What information will I need to provide in a full application?

An example of a full application can be sourced at www.amgc.org.au/wind-energy-program/

When completing a full application, please answer (in detail) the questions on the AMGC portal. Simple YES/NO answers will not be looked upon favourably.

9. Is there a limit to the number of co-funded projects I can apply for?

There is no limit to the number of applications, however, AMGC will not approve a second project until the first project is completed.

10. Is there a maximum business size (employees) for eligibility?

Co-funding is intended to support small- to medium-sized enterprises with less than 200 full-time employees. However, all projects are judged on merit and larger organisations are eligible to apply.

11. I do not have a research partner; can I still apply?

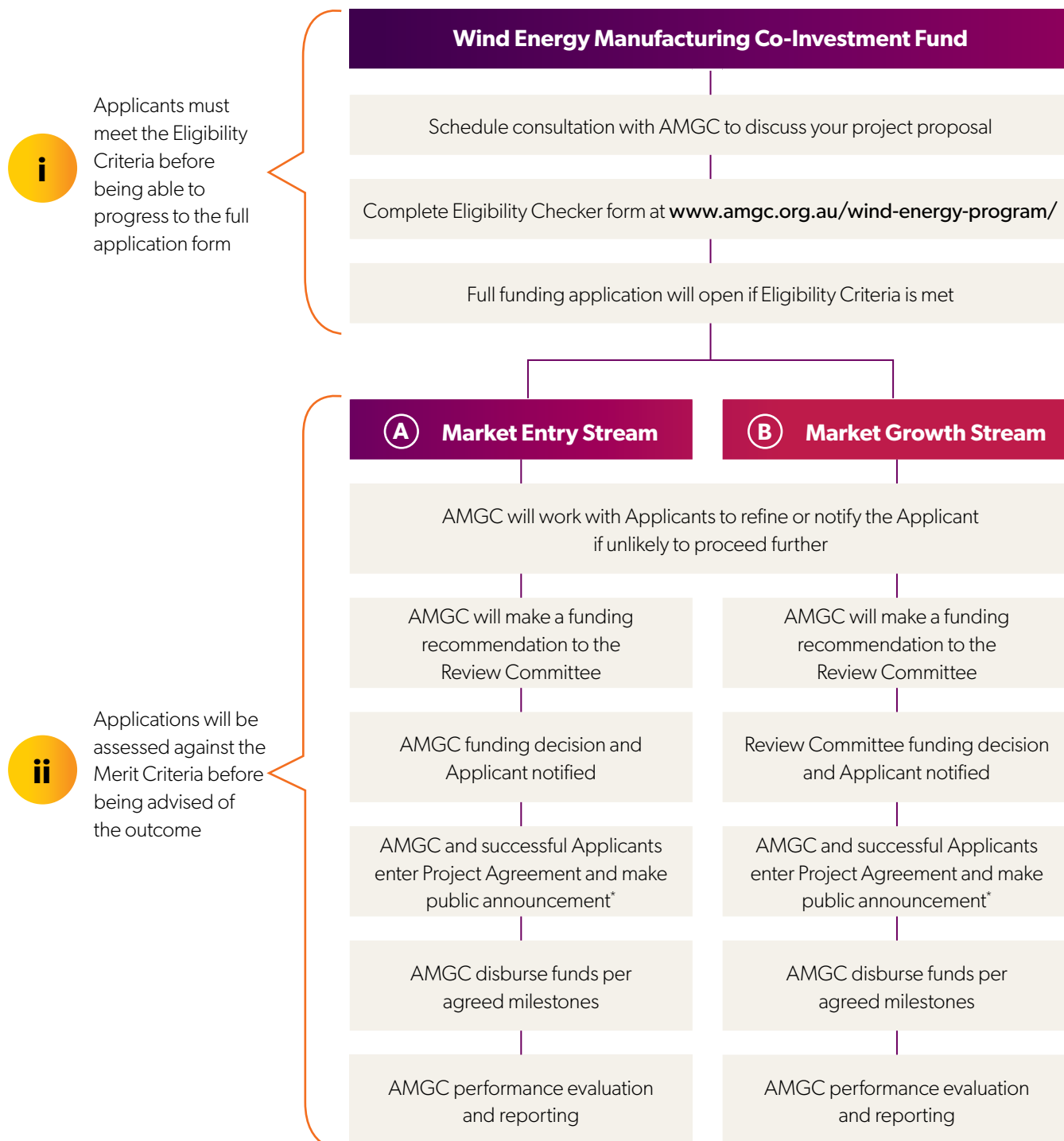
If there is a research component to your project, collaboration with a research institution is encouraged. While not a requirement, where relevant, applications from companies collaborating with a research institution will be looked on favourably. If assistance is required to locate a suitable research institution, then please contact AMGC: <https://www.amgc.org.au/contact/>.

12. How will AMGC handle conflict of interest?

Applicants will be contacted by AMGC's State Director to assist with the process, and applications are processed in the order in which they are received.

AMGC will treat all applications in a fair and consistent manner. Members of the Review Committee will declare if there is a personal conflict of interest.

13. How long will the funding assessment take?



* Announcements may be made by the WA Government and AMGC following a project agreement being entered.



ELIGIBILITY CHECKER

| PROJECT'S ALIGNMENT WITH FUND OBJECTIVES AND WESTERN AUSTRALIA PRIORITIES | Response |
|---|----------|
| Will this project enhance the capacity and/or capability of your company to enter or grow its participation in the wind energy supply chain? | Yes/No |
| Are there aspects of the wind turbine manufacturing and servicing supply chains your project focuses on? | Yes/No |
| Does your strategic plan or business plan demonstrate your intentions to seek engagement with the wind energy supply chain e.g., identified strategy, business and financial modelling, market research, risk assessment? | Yes/No |
| Can you describe anticipated increases in jobs, apprenticeships or upskilling of existing roles that will result from your project? | Yes/No |
| In addition to the wind turbine manufacturing and servicing supply chains, will this project enable your business to diversify its products, services, markets or customers? | Yes/No |
| Will this project change your current manufacturing processes, licensing, accreditations and/or plant & equipment requirements? | Yes/No |
| I understand the program focuses on manufacturing into supply chains for Western Australia wind energy projects to take advantage of WA's vast onshore natural wind resources. Project applications relating to the offshore wind industry will be considered on a case-by-case basis, and I will contact AMGC to discuss my application's eligibility. | Yes/No |
| I understand that projects focusing on technology, including software, would need to be an integral part of the manufacturing smiley curve, for a manufacturing company based in Western Australia, and stand-alone technology would not fit the purpose of the program. | Yes/No |
| DEMONSTRATED ABILITY TO SUCCESSFULLY IMPLEMENT PROPOSED PROJECT | Response |
| Can you describe the history of the Lead Applicant, demonstrating a track record in managing similar projects with the required skills and describe contributions to the project? | Yes/No |
| Can you detail the financial viability of the Lead Applicant, including details of access to capital to fund the project? | Yes/No |
| Can you describe your continuing IP strategy going forward for products developed during this project or the protection of your customers' IP? | Yes/No |
| Are you able to complete a Budget Table and Project Milestones including names of suppliers and detailed activities? | Yes/No |
| Can you provide details of Project Collaborators and their roles in the project? You must collaborate with at least one industry partner. | Yes/No |
| Applicants must answer 'Yes' to all questions to pass the Eligibility Check phase | |

ii MERIT CRITERIA FOR FORMAL EVALUATION

| PROJECT'S ALIGNMENT WITH FUND OBJECTIVES AND WESTERN AUSTRALIA PRIORITIES | Weighting |
|---|-------------------|
| How will this project enhance the capacity and/or capability of your company to enter or grow its participation in the wind energy supply chain? | 20 points |
| Which aspects of the wind energy supply chain will your project focus on? | 5 points |
| Which parts of your strategic plan or business plan demonstrate your intentions to seek engagement with the wind energy supply chain e.g., identified strategy, business and financial modelling, market research, risk assessment? | 15 points |
| Describe anticipated increases in jobs, apprenticeships or upskilling of existing roles that will result from your project. | 5 points |
| In addition to the wind sector, how will this project enable your business to diversify its products, services, markets or customers? | 5 points |
| How will this project change how you manufacture? | 10 points |
| DEMONSTRATED ABILITY TO SUCCESSFULLY IMPLEMENT PROPOSED PROJECT | Weighting |
| Describe the history of the Lead Applicant, demonstrating a track record in managing similar projects with the required skills and describe contributions to the project. | 10 points |
| Detail the financial viability of the Lead Applicant, including details of access to capital to fund the project. | 5 points |
| Describe your continuing IP strategy going forward for products developed during this project or the protection of your customers' IP. | 5 points |
| Complete the Budget Table and Project Milestones including names of suppliers and detailed activities. | 10 points |
| Provide details of Project Collaborators and their roles in the project – you must collaborate with at least one industry partner. | 5 points |
| In addition to your own matched financial contribution to the project, are there additional external funds or in-kind support that you can leverage as part of your project? | 5 points |
| Maximum number of points available (minimum of 50 points required to pass Merit Criteria) | 100 points |

14. Is the application process confidential?

Yes, AMGC and the Department of Jobs, Tourism, Science and Innovation (JTSI) are bound by the confidentiality provisions of the *Privacy Act 1988*.

AMGC and JTSI can be required to disclose information where required under the *Freedom of Information Act 1992*.

AMGC and the Western Australian Government reserve the right to publicly disclose the name of the recipient, amount of the assistance, the name of the investment and a brief description of the support provided. This could result in requests for more details to be released publicly. Applicants should clearly identify all commercial-in-confidence material, noting that investment name, Primary Applicant's name, assistance amount, total cost and brief investment description will be published for all successful applicants. Successful applicants should be aware that their organisation's name, investment name and amount of funding approved will appear on AMGC's and the Department's website and potentially in media releases.

15. Can publicly listed entities apply?

Yes, privately held and public companies are eligible.

16. Are there any recommendations for businesses outside the wind energy supply chain in relation to co-funding?

We encourage you to register as a member with AMGC to stay up to date with the latest funding information. You can sign up as an AMGC member here: <https://www.amgc.org.au/membership/>

17. Am I able to see the application template before starting?

Yes, a sample of a project application can be downloaded at <https://www.amgc.org.au/wind-energy-program/>

18. Is there an example of a successful application?

Yes, there is a sample project application provided in the above (FAQ 16).

19. What are the assessment criteria?

The assessment or merit criteria are the guide that will be used by the Review Committee to assess and score your application. The merit criteria is available to view at <https://www.amgc.org.au/projects/>

20. Who do I contact in case of technical problems or questions?

Please contact applications@amgc.org.au or the AMGC WA State Director at <https://www.amgc.org.au/contact/>

21. How do I apply for project co-funding?

To access the funding portal, register, and commence your application, please go to <https://www.amgc.org.au/wind-energy-program/>

22. What is the role of AMGC?

AMGC and its representatives can provide general assistance regarding the Program, however AMGC staff is not responsible for developing the business' project application.

23. Will activities already underway be considered eligible for assistance?

No. Only activities undertaken after the signing of the project agreement will be eligible for funding.

24. Do I need to have the matched funding contributions available up front?

Yes. You will need to provide evidence in the form of financial statements to support your application if it proceeds to Stage 2 of the application and assessment process.

25. Is my business eligible for funding if it is not registered for GST?

No.

26. What expenses are eligible for funding?

Certain business expenses are eligible to be included in your funding application. A list of all eligible expenses is available at <https://www.amgc.org.au/wind-energy-program/>

27. Can my funding be used for activities outside of the wind energy sector?

Applications for equipment or activities that have multiple uses, including those outside of the wind energy sector are eligible, provided there is a sincere intention to use the equipment or to perform the proposed activities as part of a business development plan aimed at participating in the wind energy supply chain. The assessment scoring criteria will include measures to assess the likelihood of the projects participation in the wind energy supply chain.

28. Can I apply if I only have an ABN?

No, AMGC encourages companies to have an ACN to prove Australian business registration.

29. Can a company structure such as a trust apply?

Yes, a trust is eligible if it has an ACN.

30. What is meant by collaboration partners? For example, is being a supplier count as project collaborator?

Any organisation can be a project collaborator. For example, it can be a supplier, a potential customer, a research institution, etc.

31. Is there a minimum number of project collaborators?

AMGC encourages collaboration and a minimum of one project collaborator for each Application. The Project Leader or one of those collaborators must reside in Western Australia.

32. What will AMGC require from successful funding applicants for media and communication purposes?

AMGC will ask the successful applicant to support the development of a case study and participate in any potential media opportunities. It may be asked to be a project reference site.

33. Do I and the project partners need to be AMGC members to apply for funding?

Yes, providing they have an ABN. AMGC membership is open to all industry partners. Applicants do not have to be a financial AMGC member, however they are required to have a guest profile which is free.

You can sign up as an AMGC member here: <https://www.amgc.org.au/membership/>

34. Will a project that is mainly developing software be eligible?

Yes, provided it is linked to the company's participation in the wind energy supply chain.

35. What is the payment system for co-funding, i.e., are the funds paid in advance or arrears?

Funding will be paid by milestones in advance. Where applicable we will add GST to your funding payment and provide you with a recipient created tax invoice. Please view the information session recording or talk with one of the AMGC team about how milestone payments are processed.

36. What if my co-investment requirement falls between the two funding stream amounts?

You can apply for any amount in the Market Entry Stream or in Market Growth Stream if it is matched by industry and meets the eligibility criteria. The amount publicised for each Stream is indicative only. Co-investment applications outside the indicative amounts will be evaluated on a case-by-case basis.

37. Can I have a project in Market Entry Stream and in Market Growth Stream running concurrently?

No. You may have only one project in progress at any one time and a second project would be considered after the first project is completed.



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