



Agricultural Trade and Market Access Cooperation (ATMAC) Program

Frequently asked questions

When will the grant round open and close?

Applications to be considered in this pool of funding must be submitted to the ATMAC grants team by 13 February 2023 to allow for adequate time to be considered by the Industry Advisory Group and Assessment Panel. There is \$7.5 million available for 2022-23 financial year.

If you meet the ATMAC program eligibility criteria to apply for a grant and have a project proposal for trade expansion and market diversification that involves eligible grant activities consistent with the program guidelines, then you can email your proposal at any time to the Department of Agriculture, Fisheries and Forestry (the department) atmac@agriculture.gov.au (refer to the below section on how to submit proposals for further information).

What is meant by criteria ‘the potential grantee must provide a significant co-contribution, financial and/or in-kind, proportionate to the size of the grant’?

To be eligible to receive a grant, proposals need to include a meaningful co-contribution. This can be a financial or in-kind co-contribution or combination of both. As highlighted in the program guidelines the co-contribution should be proportionate to the size of the grant you are seeking to demonstrate the investment from the government is supporting an activity that the industry considers has merit and is willing to invest and maximise the impact of the initiative.

The value of the co-contribution does not need to match the grant ‘dollar for dollar’, but it should be sufficient to demonstrate industry support, with a target of around 25%. Co-contributions may not necessarily be required to be made in the same time-period as the grant, for example a co-contribution could support ongoing maintenance to sustain grant funded activities for a specified time frame beyond the grant.

What is meant by criteria ‘the potential grantee must represent a range of industry beneficiaries’?

To allow government to effectively target financial support to assist food and fibre exporters to achieve the optimal trade expansion and diversification outcomes, close collaboration between industry and government is encouraged in the delivery and dissemination of ATMAC project outcomes.

Frequently Asked Questions

To be eligible to receive a grant, submitted proposals must include evidence of broad support from industry participants and beneficiaries. Proposals can be either jointly developed and prioritised by industry members and/or be developed by industry associations on behalf of the broader industry, with evidence of support.

Evidence of industry support is mandatory. At a minimum, it should consist of a list of contacts with a brief outline of the engagement undertaken during the proposal development, or include more formal evidence such as a letter of support testimonial.

Individual companies and associations are encouraged to contact their peak industry body to discuss potential proposals in the first instance.

Can individual sectors within industry submit proposals?

The department recommends that, in the first instance, you contact your peak industry body to discuss any proposal they are developing. We are working with peak industry groups to develop proposals that are designed to assist and deliver trade expansion and market diversification outcomes that will benefit the entire industry. Proposals can include activities that are tailored towards specific sectors, taking into account their different circumstances, needs and requirements.

What is the maximum duration of grant activities?

The department recognises the need for a flexible approach to the administration, project management and delivery of ATMAC grants. The median period of most ATMAC grants is around 18 months. The length of the grant project will be negotiated in the establishment of the grant agreement.

How do I submit a proposal?

If you have a project proposal that addresses the ATMAC program guidelines and eligibility criteria the next step to submit a proposal is to email your concept to atmac@agriculture.gov.au. Once you have consulted with the department and established that your project idea meets the eligibility criteria and stated program objectives, you can submit a proposal using the templates attached on the webpage. The templates include:

- Proposal template: to include Grant recipient details, how you have met the eligibility criteria, proposal summary, data of export market disruption/vulnerability, capacity to deliver outcomes, broader industry beneficiaries and project management details (including deliverables, break-down by activity, planned delivery dates and measures of success)
- Risk Assessment template (mandatory attachment): to include identification of key risks, risk level rating and description of how risk will be managed.
- Budget template (mandatory attachment): to include details and value of funding sources, proposed ATMAC grant expenditure by activity/deliverables, details of co-contribution (financial and/or in-kind) and breakdown of GST (incl) and GST (excl) budget items.

The proposal template lists the mandatory attachments listed above, and an additional mandatory attachment providing evidence of support from industry beneficiaries.

Frequently Asked Questions

What is the available funding?

There is no minimum or maximum ATMAC grant amount. ATMAC grants will be awarded until the budget is exhausted each year. There is \$7.5 million available for the 2022-23 financial year.

What are the reporting requirements for funded activities?

Reporting requirements will be commensurate with the duration of the project and the quantum of the ATMAC grant. The level of complexity and risk factors are also taken into consideration. The reporting requirements will be negotiated and agreed in the establishment of the grant agreement.