



# Agricultural Trade and Market Access Cooperation (ATMAC) Program

## Frequently asked questions

### When will the grant round open and close?

The 2021 ATMAC grants will be delivered via a non-competitive process, so there aren't specific open/close dates or funding rounds for the submission of applications.

If you are eligible to apply for a grant and have a project idea that meets the criteria in the guidelines, then you can email your proposal idea at any time to [atmac@awe.gov.au](mailto:atmac@awe.gov.au) (refer to the below section on how to submit proposals for further information).

If you would like your proposal considered for funding this financial year (2020-2021) you will need to submit your proposal before 30 April 2021. Funding is also available in 2021-22 and 2022-23. **Eligibility** (see section 2.1 to 2.3 of Guidelines)

### 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 co-contribution. This can be a financial or in-kind co-contribution. The co-contribution should be proportionate to the size of the grant to make sure the investment from the government is supporting an activity that the industry also sees value in funding.

The value of the co-contribution (cash or in-kind) does not need to match the grant 'dollar for dollar', but it should be sufficient to demonstrate industry support. Co-contributions are not necessarily 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 present a range of industry beneficiaries'?

To allow government to effectively target funding to help industry and achieve the broadest benefit, close collaboration between industry representatives involved in developing proposals is essential.

To be eligible to receive a grant, submitted proposals must include evidence of broad support from relevant industry 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 may, at a minimum, consist of a list of contacts with a brief outline of the engagement undertaken during the proposal development, or more formal evidence such as a letter or other testimonial of support.

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?

We recognise that individual sectors within industry may have specific requirements for trade and market access. Proposals from such sectors would need to meet ATMAC's eligibility requirements, including broad support across relevant industry stakeholders. It is recommended 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 that are developing proposals that are designed to assist 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 is reasonably flexible about the duration of grant activities, with a median period of 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 in mind that complies with the stated eligibility criteria and program objectives, then you can email your ideas to [atmac@awe.gov.au](mailto:atmac@awe.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 issued to you by the department. The templates include:

- Proposal template: to include details of your entity, how you have met the eligibility criteria, proposed project (including break-down by activity, time frame and measures of success)
- Risk Assessment template (mandatory attachment): identification of key risks and outline of how these are being managed
- Budget template (mandatory attachment): details of funding sources, proposed ATMAC grant expenditure by activity, and details of co-contribution (financial and/or in-kind).

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

## What is the available funding?

There is no minimum or maximum grant amount, but the total value of the grant funding allocated cannot exceed the amount of available funds in each year. The amount available each of the program is:

- 2020-21: \$5.5 million
- 2021-22: \$13.5 million
- 2022-23: \$1.5 million

ATMAC grants will be awarded until the budget is exhausted each year.

## What are the reporting requirements for funded activities?

Reporting requirements will be commensurate with the duration of the project, and the associated level of complexity and risk. Longer projects will require additional milestone reports to assure the Commonwealth that the project remains on track in the delivery and agreed objectives.