



PATTENS



**Bella Vista Business Alliance  
Government Grants**

**Bruce Patten**  
**Pattens Group**



## Who are Pattens Group?

Bruce Patten – Founder

Original Group Financial Controller,  
hi-tech biotechnology Cochlear Ltd

Appeared :

- Kochies Business Sunday
- BRW
- NSW Small Business Month



## Who are Pattens Group?

- Secured over \$700m in grants
- Over 30 years grants experience
- Guaranteed result :  
**No grant No Fee**
- Phone : **1800 GRANTS**
- Email : **[grants@pattens.com](mailto:grants@pattens.com)**
- Web : **[www.pattens.com](http://www.pattens.com)**

## Grants

- How Many?

**1,262**

- How Much?

**\$40 Billion**



## **Why Grants are not claimed**

- Not aware of grants available
- Cost of Application v Benefit
- Chance of success unlikely
- Too busy to claim
- Don't know how
- Disbelief grants really exist
- Waste of time
- Better things to do

## Business Grants

Fall into 2 broad categories:

- **Selected Industries**

Aeronautics, Food and Beverage, Steel, Healthcare, Cars, Defence, Agriculture, Media, IT, Tourism

- **Approved Activities**

Manufacturing, Export, Innovation, Environment, Marketing, Training etc



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## **Entrepreneurs' Programme Growth Industries**

- **Advanced Manufacturing**
- **Food and Agribusiness**
- **Medical Technologies**
- **Mining Equipment, Technology**
- **Oil, Gas & Energy Resources**
- **Enabling Technologies and Services**



## **Entrepreneurs' Programme Business Growth**

### **Business Evaluation / Growth**

- **Turnover or Expenditure > \$1.5m**
- **Selected Industry**
- **Free Business Diagnostic**
- **Matched Grant of \$20k**
- **Choose your own consultant**
- **No cost involved, just time.**





## **Entrepreneurs' Programme Accelerating**

**Fast-track products to market:**

- **Innovative product**
- **Turnover less than \$10m**
- **Matched Grants of \$1m**
- **Funds for salaries, IP etc**
- **Experienced business advisor**
- **Portfolio membership**

## Research & Development

- Must be company with ABN
- Innovation or novelty
- Technical risk
- Minimum Spend \$20,000
- Refund 43.5% (loss, t/o < \$20m)
- Tax saving 38.5%
- 40% can be conducted o/seas



## **Innovation Connections**

### **Insufficient R&D Skills?**

- **Specific growth sector**
- **Research needs assessment**
- **Work with CSIRO or Uni**
- **Matched grants of \$50k x2**
- **Website down – back early March**



# **Export Market Development Grant**

- Any business structure
- Marketing to non-resident
- No sales required
- Product can be made o/seas
- Tourism, services, know how, IP
- Maximum claim \$150k
- Minimum spend \$15k
- Maximum 8 claims
- Marked 40 years in 2015



## **Chief Executive Women**

- **Scholarship 10-15 July 2017**
- **Course fees, flights, loading, meals**
- **Boston, Massachusetts**
- **Involved in Exporting**
- **Senior or Mid level position**
- **10yrs experience**
- **Applications close 19 Mar 17**



## **Further Information**

**Where can you get professional help?**

- **[www.pattens.com](http://www.pattens.com)**
- **[www.business.gov.au](http://www.business.gov.au)**
- **[www.austrade.gov.au](http://www.austrade.gov.au)**
- **[www.ourcommunity.com.au](http://www.ourcommunity.com.au)**  
**(NFP)**
- **[www.grantguru.com.au](http://www.grantguru.com.au)**



## Contact Details

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