Since 2012, the city of Brisbane has provided $427.5K of grants to 95 startups and high growth businesses.

The Lord Mayor’s Global Entrepreneur Program will assist early stage, growing businesses to connect to international markets, customers and investors and grow their startup beyond Australian borders.

Receiving the grant will open up opportunities like:

- tapping into new markets
- reaching new customers and connections
- obtaining professional advice on expansion and scaling
- securing new partners, suppliers or vendors
- participating in highly regarded national or international acceleration programs
- accessing finance and strategy advice

"The ability to attend World Youth and Student Travel Conference, through the grant, will fast-track a number of new industry relation and partnerships. So it will really help accelerate our growth."

- Ryan Hanly, Travello

**Application Timeline**

- Applications open **11 September 2019**
- Applications close **4 October 2019**
- Recipients notified **mid-November 2019**
PREVIOUS RECIPIENTS OF DIGITAL BRISBANE GRANTS

Brad Parsons – MOVUS
MOVUS has its eye on the big picture – to connect the world’s machines to enable them to be smarter machines. MOVUS is a Brisbane-based developer of industrial internet of things devices such as sensors equipped with machine-learning capabilities. They used the support of Brisbane Marketing and the Lord Mayor’s Global Entrepreneur Program to continue their global growth, extend their R&D program, scale their local manufacturing capability and grow their team. CEO Brad Parsons says, “Our goal is to attract talent in the AI and machine-learning disciplines and help keep STEM skills here in Australia.”

Juliette Murphy – Flood Map
FloodMapp has developed a groundbreaking rapid predictive flood modelling technology to provide businesses with more time and location-specific information to prevent flood damage. Their solution reads in real-time weather and river height data, and leverages cutting-edge technology (including big data and analytics, and machine learning) to produce predictive mapping. With the help of the Lord Mayor’s Global Entrepreneur Program grant, FloodMapp participated in and gained invaluable insights through Insuretech Connect, the world’s biggest insurance technology conference.

Juliette Murphy, CEO, says, “The Lord Mayor’s Global Entrepreneur program has helped us not only with funding to access US market opportunities, but also some fantastic exposure locally which means that we’re meeting people we may not have otherwise met, getting more access to mentoring opportunities in Brisbane.”
Laurie Malone – Vald Performance

VALD Performance is leading the way in Brisbane's SportsTech Industry. VALD Performance’s mission is to improve human measurement. They do so by humanising technologies, making them accessible to the world’s best practitioners and helping them quantify their decisions. With more objective decision-making, they aim to help make the world’s best become better.

As CEO Laurie Malone says: ‘We’ve shown other Brisbane startups you can become a global leader in a competitive market – without leaving Brisbane. With our new global HQ in Newstead, we are able to tap into the local network of talent through the strong startup ecosystem and tertiary education systems, allowing us to continue to develop new technologies and products. On top of this, the cost to setup facilities in inner-city Brisbane is a fraction of other global cities like LA or London, allowing us to keep our core talent local while still assembling our products in-house.”

“The grant enables us to bring forward the decision to take our flood early warning products to overseas markets. Just as importantly, the grant win provides support to our early adopters and confidence to our staff that we are headed in the right direction.

- Blake Boulton, Water Modelling Solutions
WHO’S ELIGIBLE

The Program is specifically designed to aid the development of startup businesses who meet all of the following characteristics:

1. Your company was started in Brisbane and retains its global headquarters within the Brisbane City Council boundary
2. Your key product or service is already in the market and you have established a solid customer base
3. Your company is consistently generating revenue
4. Your business model is a highly scalable model that appeals to a global market and can enable rapid business growth

WHAT WE FUND

The program provides grants of up to $5000 to successful applicants. Possible uses include:

- Participating in eligible growth/accelerator programs, either locally or overseas
- Pitching to an internationally-based eligible program (e.g. 500 Startups, Y Accelerator) including travel, accommodation and living expenses directly incurred by your company when seeking acceptance in the program.
- Mentorship / Consultation / Professional Advice that will help you scale your business

Funding will NOT be provided for any of the following activities/costs:

- Salary and wage costs
- Business registration costs
- Business operating or management expenses
- Product development costs
Complete the online application form here, demonstrating your businesses capability to scale and grow, your entrepreneurial mindset to take your venture further and your plans for expansion.

Applicants will be required to detail:
- the nature of their current business
- previous annual turn-over
- the businesses’ capability to scale and globalise
- some projections of what this growth will look like
- the eligible program or course of action they seek to participate in

Eligible applications will be scored using the following equally weighted criteria:
- perceived capability of the venture to scale and broaden into a global market
- likely impact of grant funding
- demonstrated knowledge and temperament of applicant to tackle the challenge of scalability and globalisation
ASSESSMENT

What we ask of the successful grant recipients:

• Provide evidence demonstrating that your revenue meets the requirements
• Provide Brisbane Marketing with 3 business impact and growth updates 6, 12 and 18 months after being awarded the grant.
• Fully expended the grant within six months of award – with reporting provided to show how the funds were appropriately spent and how the expenditure benefited the entrepreneur and/or the business
• Acknowledge support from the Lord Mayor’s Global Entrepreneurs Program when discussing their participation in the eligible program.
• Agree to participate in follow-up events, publicity headshots and media opportunities as requested by Brisbane Marketing or Brisbane City Council.

“This grant will act as a fantastic launch pad for developing our international relations and has prompted to start exploring opportunities that will bring knowledge and technology from overseas, back here to Australia.”
- Scott Millar, BOP Industries
Lord Mayor's Global Entrepreneurs Program Terms and Conditions

Successful applicants to the Lord Mayor’s Global Entrepreneurs Program must comply with the following terms and conditions during the course of their Grant:

1. **Funding**
   In consideration of receiving the benefit of the Grant, the Recipient must perform the project in accordance with the terms set out in the Funding Agreement and these Conditions, unless otherwise agreed in writing by the Recipient and Brisbane Marketing.

   Funds will be paid to successful applicant for the agreed expenditure as decided by the judging panel. Successful applicants will invoice Brisbane Marketing for the total amount of the grant on confirmation on notification of their success.

2. **Purpose**
   The Grant must not be used for any purpose other than that for which the Grant was approved (‘the Approved Purpose’) without the prior written consent of Brisbane Marketing.

3. **Payment**
   Subject to these Conditions and the Funding Agreement, Brisbane Marketing will pay the Recipient upon provision of a valid tax invoice from the Recipient to Brisbane Marketing for the grant amount. Tax invoice must be in the name of the recipient.

   The Recipient acknowledges and agrees that:
   (i) if an actual ‘approved purpose’ costs is more than the approved Grant component, Brisbane Marketing is not responsible or obliged to pay any monies additional to the approved Grant amount for that “approved purpose” and may decline to pay the relevant tax invoice.

   (ii) by requesting any payment (whether in whole or in part) of the Grant from Brisbane Marketing, the Recipient will be deemed to have accepted these Conditions and the terms of the Funding Agreement.

   (iii) Brisbane Marketing may request refund of the Grant in whole or in part in the event the Recipient has not performed the obligation to which the payment relates.

   (iv) the Recipient must not assign, in whole or in part, their benefits under this Grant without the prior written consent of Brisbane Marketing.

4. **Indemnity**
   The Recipient agrees to indemnify Brisbane Marketing in relation to any loss or expense incurred by Brisbane Marketing arising from the breach by the Recipient of its obligations or warranties given in relation to this Grant and the project.

5. **Completion**
   Subject to the Funding Agreement, the Recipient must fully acquit the Grant received from Brisbane Marketing no later than six months from the date of the Grant Funding Agreement.

6. **Acknowledgment**
   The Recipient must acknowledge Brisbane City, Brisbane City Council and Brisbane Marketing’s contribution/funding in all publicity relating to the Approved Purpose as directed by Brisbane Marketing, including:

   (i) Use of the Brisbane City Council or Brisbane Marketing logo as appropriate;
   and
   (ii) Use of the following acknowledgement statement
“Lord Mayor’s Global Entrepreneurs Program is an initiative of Brisbane Marketing.”

This includes all promotional materials such as brochures, posters, conference programs and invitations, signage at events, all media releases, television, radio and newspaper advertisements, speeches, websites/blogs, newsletters, annual reports and promotional videos. Where the Lord Mayor’s Global Entrepreneurs Program Grant provides the majority of funding, the acknowledgment should precede all other acknowledgments.

7. Acquittal
In order to satisfactorily acquit the Grant, the Recipient will, at their own cost in all things, prepare and submit online in the form specified by Brisbane Marketing a brief business impact and growth Report no later than six months, twelve months, and eighteen months from the date of the Grant, which details:

1. How the grant was expended and the direct & indirect benefits received by the entrepreneur/business as a result of the Lord Mayor’s Global Entrepreneur program
2. Additional full-time-equivalent jobs added by the company in Brisbane since the date of receiving the Grant
3. Additional full-time-equivalent jobs added by the company outside of Brisbane since the date of receiving the Grant
4. Global revenue growth achieved (reported in Australian dollars) since the date of receiving the Grant when compared to the previous six-month period
5. Investment secured since the date of receiving the Grant

All Reports and accompanying support material and attachments must be submitted online. If either the form or the content of the Report is not adequate for Brisbane Marketing’s purposes, Brisbane Marketing may require the Recipient to submit a revised Report satisfactory to Brisbane Marketing within thirty (30) days of written notice to the Recipient.

8. Dispute
Any dispute arising out of the Grant and these Conditions will be dealt with initially by direct negotiation between the parties. If the dispute is not resolved within 10 business days, the parties will submit the dispute to mediation or some other form of dispute resolution procedure, and if not resolved within a reasonable period then either party may commence legal proceedings.

9. Correspondence
Official documents must be signed by the Recipient.

10. Intellectual property rights
Brisbane Marketing acknowledges and agrees that all Intellectual Property Rights in works created by a Recipient will remain with the Recipient.

The Recipient:

(i) warrants and represents that:
   (a) the project and Brisbane Marketing’s use or other dealings with the project works does not infringe the Intellectual Property Rights or Moral Rights of any person; and
   (b) the Recipient has the right to assign and grant the rights under this paragraph (10).

For the purpose of these Conditions, the “project works” means the Acquittal Report prepared by the Recipient in satisfaction of Condition 7.

FOR MORE INFORMATION VISIT: www.digitalbrisbane.com.au