



Export Market Development Grants (Approved Body) Guidelines 2008¹

Export Market Development Grants Act 1997

I, SIMON CREAN, Minister for Trade, make these Guidelines under paragraph 101 (1) (c) of the *Export Market Development Grants Act 1997*.

Dated 2008

Minister for Trade

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Part 1 Preliminary

- 1 Name of Guidelines**
 These Guidelines are the *Export Market Development Grants (Approved Body) Guidelines 2008*.
- 2 Commencement**
 These Guidelines commence on 1 July 2008.
- 3 Repeal**
 The Export Market Development Grants Act 1997 - Guidelines for the approval, variation of approval, and cancellation of approved bodies (1/1997 AB) are repealed.
- 4 Definition**
 In these Guidelines:
Regulations means the *Export Market Development Grants Regulations 2008*.

Part 2 Guidelines

5 Guidelines for CEO of Austrade for approval as an approved body

- (1) The CEO of Austrade must consider the following guidelines when dealing with an application under section 88 of the Act for approval as an approved body.
- (2) In deciding whether an applicant generates, or will generate, significant net benefits to Australia as mentioned in paragraph 3.3 (2) (h) of the Regulations, the CEO of Austrade must consider:
 - (a) the export activities of the applicant's members as at the date of the applicant's application; and
 - (b) projected export earnings for the 5 years after the date of the applicant's application; and
 - (c) projected increases in employment in Australia arising from the promotional activities of the applicant for the 5 years after the date of the applicant's application; and
 - (d) projected new capital investment arising from the promotional activities of the applicant for the 5 years after the date of the applicant's application; and
 - (e) projected investment in new technologies arising from the promotional activities of the applicant for the 5 years after the date of the applicant's application; and
 - (f) projected new value-added operations in Australia arising from the promotional activities of the applicant for the 5 years after the date of the applicant's application.
- (3) In deciding whether an applicant is capable of undertaking promotional activities as mentioned in paragraph 3.3 (2) (f) of the Regulations, the CEO of Austrade must consider:
 - (a) the technical and managerial skills required to undertake the promotional activities; and
 - (b) the skills and experience of staff who would undertake the promotional activities; and
 - (c) the effectiveness of the applicant's previous promotional activities.
- (4) In deciding whether an applicant engages in promotional activities that are commercially and financially feasible as mentioned in subparagraph 3.3 (2) (g) (iii) of the Regulations, the CEO of Austrade must consider:
 - (a) the applicant's proposed budget for the promotional activities; and
 - (b) the applicant's financial position; and

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- (c) the applicant's projected income for the 5 years after the date of the applicant's application; and
 - (d) the applicant's administration costs.
- (5) In deciding whether an applicant has a promotional plan as mentioned in paragraph 3.3 (2) (i) of the Regulations, the CEO of Austrade must consider whether the applicant's business plan includes:
- (a) market research on specific target markets; and
 - (b) an analysis of the strengths and weaknesses of the industry; and
 - (c) the applicant's proposed promotional activities and a timetable for those promotional activities.

Note

1. All legislative instruments and compilations are registered on the Federal Register of Legislative Instruments kept under the *Legislative Instruments Act 2003*. See <http://www.frli.gov.au>.