

2018-19 Successful Free Trade Agreement Market Entry (FTA-ME) Grants

We are pleased to announce the successful recipients of the 2018-19 FTA-ME grant round administered by Austrade. Congratulations to the 13 organisations that have been awarded funding, agreements have been signed by the program Delegate and now commenced.

Organisation	Type of Organisation	Location	Target Markets	Project Title and Description	Amount Funded
HunterNet Co-operative Limited	Industry Association	NSW, Newcastle	Malaysia Vietnam Chile	The HunterNet Market Entry project will build on the FTA Training Provider grant through market research and opportunity analysis, in-market activities and training material for members.	\$70,000
Griffith and District Citrus Growers Association Inc	Industry Association	NSW, Yoogali	China	This project will develop export capability across the supply chain to develop the industries' market entry strategies, culminating with the first Riverina citrus grower's mission to China.	\$40,000
Chamber Of Commerce & Industry Of Western Australia Inc	Chamber of Commerce and Industry	WA, Perth	Japan Malaysia Singapore	The agribusiness and premium food to Asia project will provide technical and commercial support through offshore market entry strategies and in-market business matching missions – including digital marketing strategies and leveraging e-Commerce platforms.	\$70,000
Food South Australia Incorporated	Industry Association	SA, Urrbrae	China Japan Korea Malaysia Vietnam Singapore	The Building Export Capability for South Australian food and beverage manufacturers, processors and producers project will increase the number of SMEs accessing new international markets through FTAs and the understanding of export opportunities in Asia through a three-phase export growth program providing guided support for market research, showcasing products at tradeshow and sales activities following in-market visits.	\$70,000

Australia China Business Council	Bilateral Business Council or Chamber	VIC, Melbourne	China	The China Market Entry Tour (CMET) will work closely with SMEs to gain greater access and understanding of the opportunities of doing business with China in light of ChAFTA. ACBC will work closely with emerging businesses in food, beverage and agribusiness to harness market strategies to increase export capabilities within China. CMET will provide businesses with tailored in-market briefings, exposure to 'new retail' opportunities and trade show experience on the ground in China. Monthly market entry guidance podcasts will also be produced for the broader exporter community.	\$60,000
Northern Territory Farmers Association Incorporated	Industry Association	NT, Coolalinga	China Japan Korea Malaysia Vietnam Singapore	This program will analyse the Northern Territory horticultural export market supply chain into China and other FTA countries to streamline and enhance market entry processes.	\$55,000
Export Council Of Australia	Industry Association	NSW, Sydney	China Japan Korea Brunei Malaysia Vietnam Singapore Canada Mexico Chile Peru	The objective of the program is to deliver targeted training, research and insights to help SMEs enter Australia's FTAs and signed agreements covering China, Japan, Korea, Brunei, Malaysia, Vietnam, Singapore, Canada, Mexico, Chile and Peru.	\$40,000
Queensland Chamber Of Commerce And Industry Limited	Chamber of Commerce and Industry	QLD, Brisbane	Japan	The project will support QLD food and agribusiness producers expand their presence in the Japanese market through JAEPA and CPTPP FTAs, market entry strategy development information sessions and knowledge-based training activities – resulting in a producer's trade mission to Japan.	\$60,000

Composites Australia Inc	Peak Industry Body	VIC, Richmond	China Japan Korea Vietnam Singapore	This program will provide advanced composites producers with a strategic market entry initiative through preparation and attendance at JEC Asia Trade Show, followed by a series of industry site visits and in-market business matching.	\$52,400
Australian Southern Bluefin Tuna (SBT) Industry Association Ltd	Industry Association	SA, Port Lincoln	China	The project will implement a co-ordinated strategy for the Southern Bluefin Tuna and associated industries in China to build on the opportunities created by ChAFTA, in a potentially significant but yet-to-be-developed market.	\$56,000
Lockyer Valley Growers Inc	Industry Association	QLD, Gatton	Korea	The project will enhance commercial inroads for Queensland vegetables to South Korea by taking grower groups into the market to experience the supply chain, meet buyers and receive feedback on four trial sample shipments.	\$66,600
Australian Sports Technologies Network Ltd	Peak Industry Body	VIC, Melbourne	China	The project will support market entry for companies involved in sports technologies through tailored one-on-one partner searches and in-market business matching at the time of China Sports Innovation Conference and ISPO Exhibition in Beijing.	\$80,000
Fruit Growers Tasmania Inc	Industry Association	TAS Hobart	Canada	The project will drive the development and implementation of a market entry plan by taking Tasmanian fruit exports to Canada to meet Canadian importers, customs and the Canadian food inspection agency to resolve phytosanitary trade barriers and establish market linkages with buyers and retailers.	\$30,000