



The Bega Valley Innovation Hub

Fostering regional innovation and
entrepreneurship



UNIVERSITY
OF WOLLONGONG
AUSTRALIA

AIM

To develop a thriving incubator/accelerator in the heart of the Bega Valley, powered by iAccelerate and the Bega Regional Innovation Network.

ACTIVITIES

- Incubator Program “iAccelerate Educate”
- International Mentor Network
- Seed Funding
- Business Capacity Workshops
- Youth Innovation Development
- Regional start up events and expos



KEY PARTNERS

- | | | |
|---------------------------------|-----------------------------|--------------------|
| *University of Wollongong | *iAccelerate | * Artesian Capital |
| *Bega Cheese Pty Ltd | * Lighthouse Innovation ACT | |
| *Bega Valley Shire Council | *IntoIT Sapphire Coast | |
| * CoWs digital co-working space | | |



THE PROPOSITION

The Bega Valley Innovation Hub – Fostering Regional Innovation and Entrepreneurship

iAccelerate is Australia's most active start-up accelerator and incubator with a focus on developing regional entrepreneurial capabilities to stimulate new economic and job opportunities. iAccelerate is developing a Regional Entrepreneurial Ecosystem to provide access to iAccelerate's specialised programming and substantial growing support network across the region, Australia and internationally. Qualifying iAccelerate startups have access to the \$10M iAccelerate Seed Fund that provides critical financial support that can be leveraged for further investment. In order to facilitate reaching entrepreneurs working across the region iAccelerate will support startup hubs in regional communities, the first of which will be the Bega Valley.

The University of Wollongong's iAccelerate is a unique regional business incubator and accelerator designed to support University of Wollongong students, staff and the greater Illawarra community.

The iAccelerate Centre is a \$18.5m facility which was constructed with funding secured from NSW Restart Illawarra Infrastructure Fund and officially opened in July 2016. It has the capacity to host 280+ entrepreneurs. Since its first iteration in 2012, iAccelerate has supported over 135 startup companies, creating 290 jobs + 86 other roles such as interns, volunteers and students.

iAccelerate is partnering with the University of Wollongong Bega Campus to provide access to our programming, substantial network both in Australia and internationally and access to our \$10M seed fund as part of our mandate to develop businesses and job growth in regional areas outside its geographical footprint.

In a report commissioned in 2016 by iAccelerate to identify potential regional partners, The iAccelerate Regional Innovation Ecosystem Feasibility Report by COACTIV8 and funded by Department of Industry, Boosting Business Innovation Program, Bega had been identified as an ideal partner for iAccelerate due to:

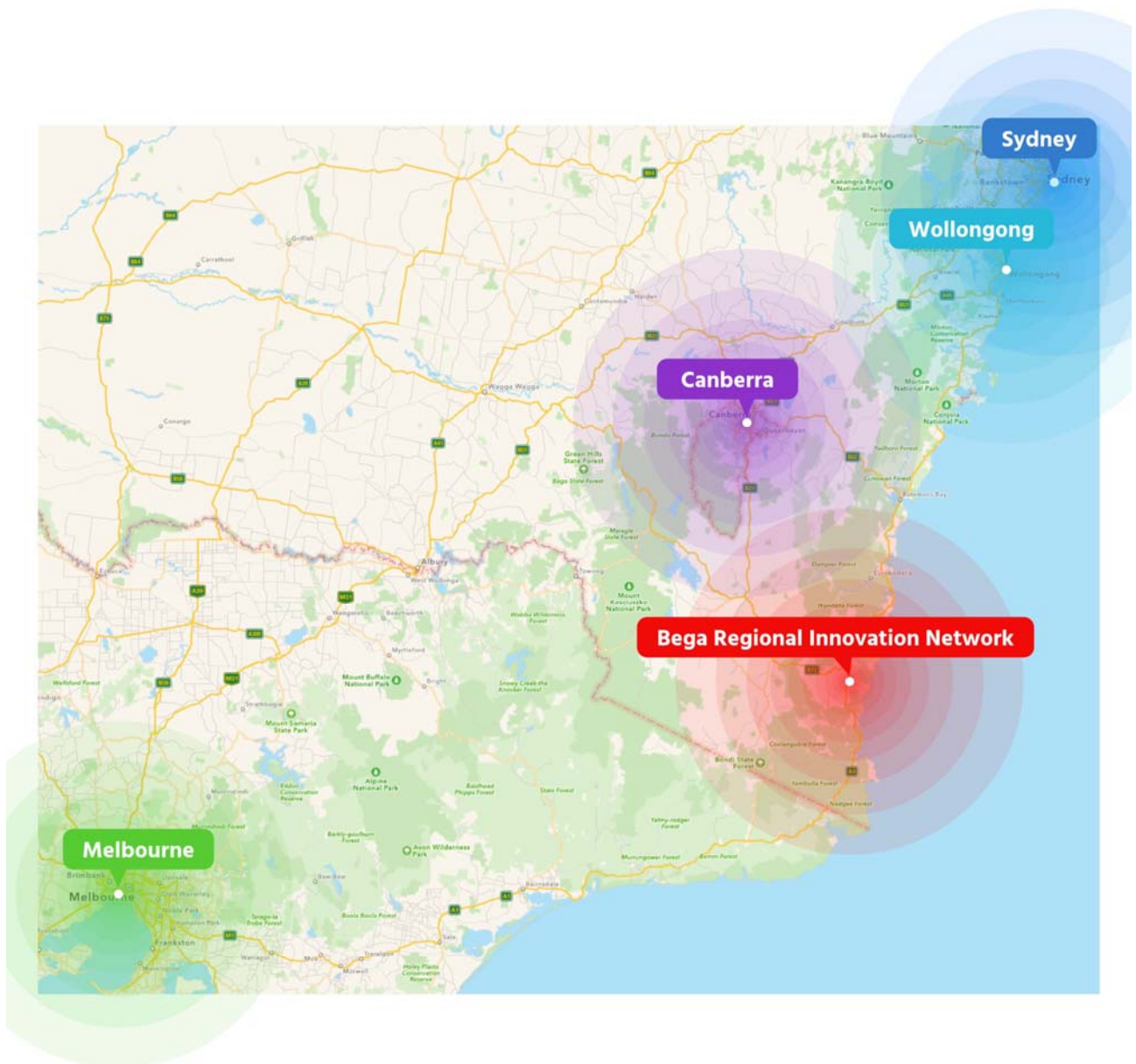
- Existing agricultural, technology & tourism base
- Highly engaged start-up culture
- Existing and ongoing calendar of events to support innovation locally
- Existing co-working spaces in the area
- An engaged group of passionate start-up founders and local community

Through the partnership with iAccelerate, we envisage Bega facilitating the opening up of new economic opportunities for the region through the development of local entrepreneurial capacity, via education, mentor and expert engagement and the development of an Angel Network. The Bega Innovation Hub will serve as an engagement space that will attract and retain professionals in the region who are supported to bring their ideas to market.

Bega Valley Innovation Hub participants will also have access to iAccelerate's seed funding pathways and our venture partnership with Artesian Capital as well as our developing angel networks.

iAccelerate's program has been developed over the past 7 years and each element has been tested to develop an engaged and vigorous innovation ecosystem. Our role in the partnership is to bring the strategic courseware, the national and international networks, the connectivity with research and finance, experts & mentors to participant companies. Bega's role is to source the participants and partners, develop the angel investing base, source locally based experts and mentors and coordinate the program delivery. Together we will see the development of a more diversified economy in the Bega region which captures the expertise and resources that resides there.





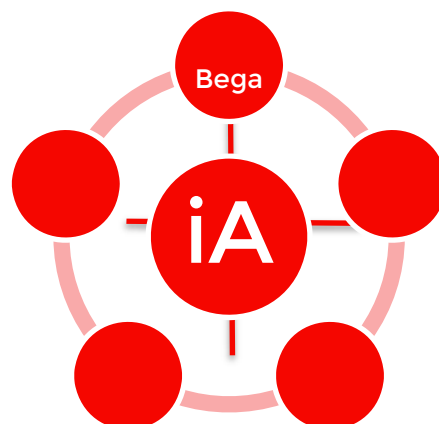
THE DELIVERY

The Bega Valley Innovation Hub will be housed in the long-established UOW Bega Campus located in the heart of Bega. The Campus was federally funded in 2000 and has undergone two extensions in 18 years due to growth in student numbers and course delivery. It is the centre for tertiary learning in the district.

The hub will deliver:

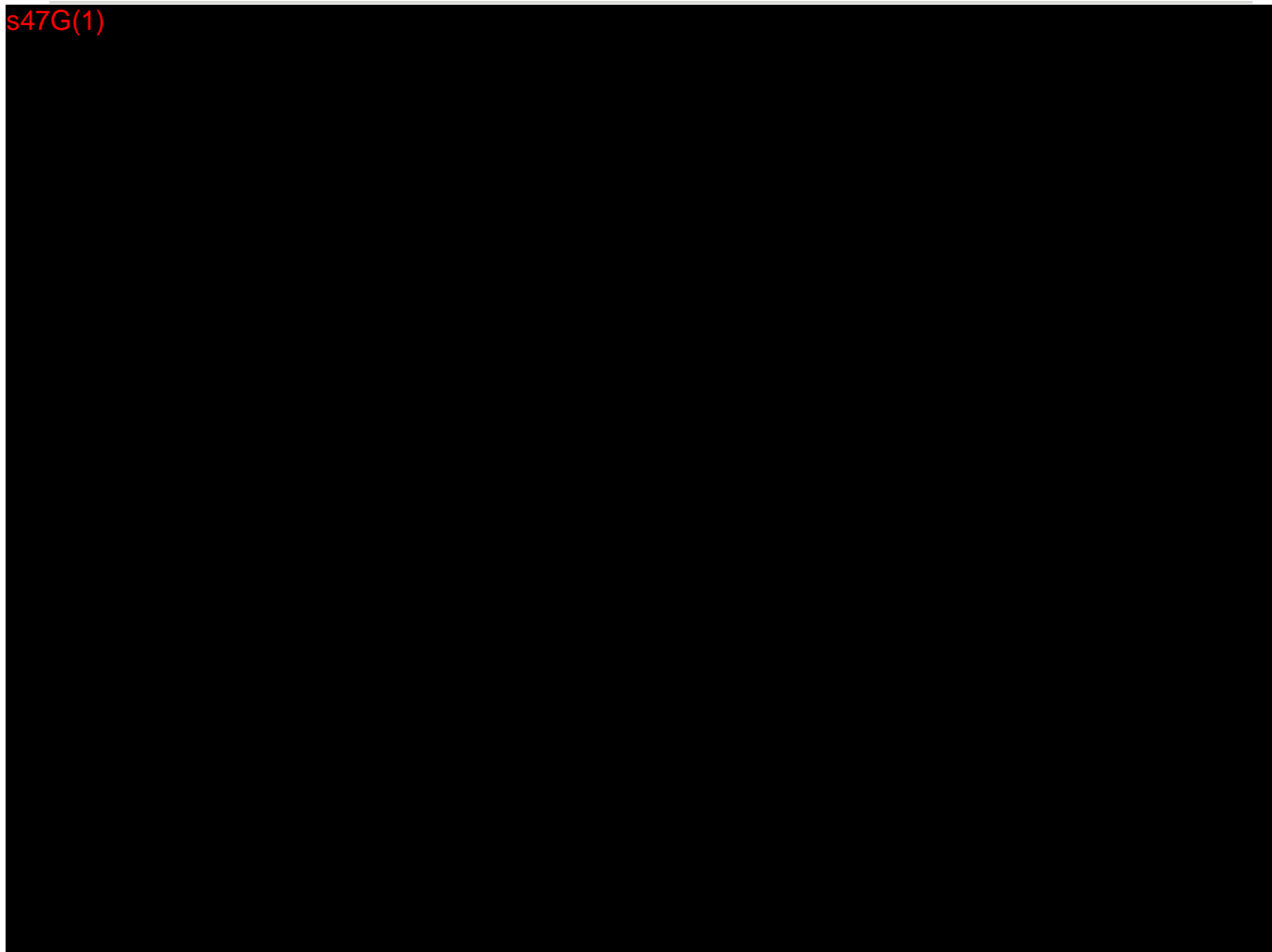
- Structured Incubator Program “iAccelerate Educate” with cohort based entry and exit
- National and International Mentoring
- Network Development
- Seed Funding
- Business Capacity Workshops
- Youth Innovation Development Programs
- Regional innovation events and expos
- Links to Canberra, Wollongong, Sydney & Melbourne Accelerators

This hub will be the first of a Hub & Spoke model for iAccelerate to onboard new regional hubs.



STAFFING

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BACKGROUND - INNOVATION IN THE BEGA VALLEY

Alongside a rich history of innovation within farming and dairy (Bega Cheese is Australia's largest agricultural company in Australia with over \$1.2b in revenue last year) some might say the spark was lit in 2010, when IntoIT Sapphire Coast was formed to principally network tech professionals and connect people interested in StartUps. The first StartUp Camp followed in April 2011. Energised by this success a core group formed to increase StartUp activity and run a regular series of tech and entrepreneurial mentoring events.

The ambition level of the group has since crystallised around the mantra of '1000 high-skill jobs in the Bega Valley by 2030'.

The vision was articulated to Bega Valley Shire Council in 2014. This picture of digital technology as a new economic driver for the Shire left its mark, with the explicit inclusion of the tech sector and StartUps in the Bega Valley Shire Economic Development Strategy that followed in June 2015.

In February 2015, one of the most pivotal steps in the Bega Valley's StartUp journey was taken - the opening of the CoWS Near The Coast digital co-working space.

As the home of tech and StartUp activity, CoWS is thriving with an events program that points to a startup future for local youth including: monthly code and IoT nights, Minecraft camps, electronics and synthesiser projects, robotics and Virtual Reality installations, hackathons, library link-ups and other partnered events.

A high-point came in May 2016 with the first ever Regional Innovation Week in the Bega Valley: a comprehensive 5 day program featuring 10 events celebrating a number of aspects of creativity, technology and entrepreneurship.

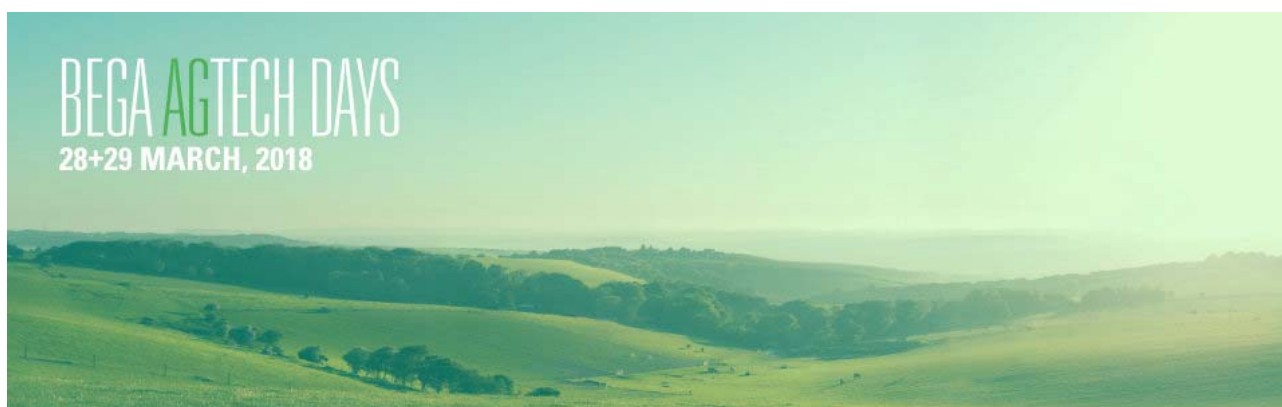
In Sept 2016, Gamer Dev Jam took over Merimbula. This multi-skill gathering bloomed with collaboration that built functioning computer games. As well as coders, the event attracted budding story writers, musicians, graphic artists, gamers and entrepreneurs of all ages.

Stephanie 'Hex' Bendixsen from ABC TV's Good Game was the VIP guest, Hex worked tirelessly to inspire all the participants and provided game reviews at the end of proceedings.

A monthly StartUp Club is now brewing, an AgTech Cluster has formed in partnership with innovators in Cooma, and the highly publicised 3C-Tech Corridor (Canberra, Cooma, Coast) has already seen faster and more productive collaboration between our three towns.

THE DISTINCT VALUE OF THE BEGA INNOVATION HUB

- A major economic and cultural landmark in an era of significant change for the Bega Valley - the influx of skilled seachangers in recent years has infused the local community with a new spirit of self-reliance, and the creation of an innovation hub with a highly prominent physical space will light the touch-paper on the next dynamic phase where, increasingly, startups will define the regions economic future
- The hub will provide a vital pathway for talented people with entrepreneurial dreams to validate their ideas and be mentored in a way that currently does not formally exist in the Bega Valley. The Hub will link closely with local schools and universities to ensure that training and skill development can be shaped to meet the needs of the future
- Weekly, monthly and quarterly events will create a continuous cycle of networking, learning, mentorship and business growth and will massively change people's perception of what is possible, particularly young people
- Hub activities will augment the existing startup scene, particularly in STEM areas, given currently running regular code nights, hackathons, Gamer Dev Jams, and synth (electronics) club evenings, and the soon-to-launch AgTech meetup which will link startup dynamism to agriculture, the great historic industry of the Bega Valley
- An AgTech Focus mirroring the success of Bega Cheese in penetrating overseas markets
- The proposed Innovation Hub will have a strong focus on AgTech given the large numbers of families connected to the dairy supply chain represented in the region
- Local success story, Bega Cheese, which employs over 700 people in the region, has proven its resilience and ability to grow through clever diversification strategies and cultivating strong share market confidence in its future. The company's approach to date has not included forays into the newly emerging AgTech field, but the local Bega population in which it operates represents a ready made 'domain expert' community from which great startup ideas, inspiration and creativity will be drawn. The Innovation Hub will have as its primary focus, building strong AgTech companies which will marry the creativity of local farming families who live and breathe the land, with the startup community and the areas' fast-growing capabilities in a range of STEM disciplines, everything from software development and networking through to cloud systems and the Internet of Things, to build great companies with products that will sell just as easily in international markets, as well as nationally.
- The Bega Valley AgTech scene will have strong ties to the growing interest in this field in nearby centres such as Canberra and Cooma, and opportunities for collaboration with these groups are being canvassed, and this will increase substantially once the Hub's presence starts to impact.
- The Bega AgTech Days in March 2018 in particular will inspire the farming community and local technologists to dream a new future together for the Bega Valley's most traditional and established industry.



OUR APPROACH

Regional hubs like Bega are unique in our challenges with setting up a community innovation program. The local population is largely unaware of innovation and entrepreneurship as it pertains to modern startup culture. Established regional SMEs find the embrace of innovation to be challenging and the overall lack of employment opportunities have left much of the young adult population deprived of guidance and inspiration to start their own companies.

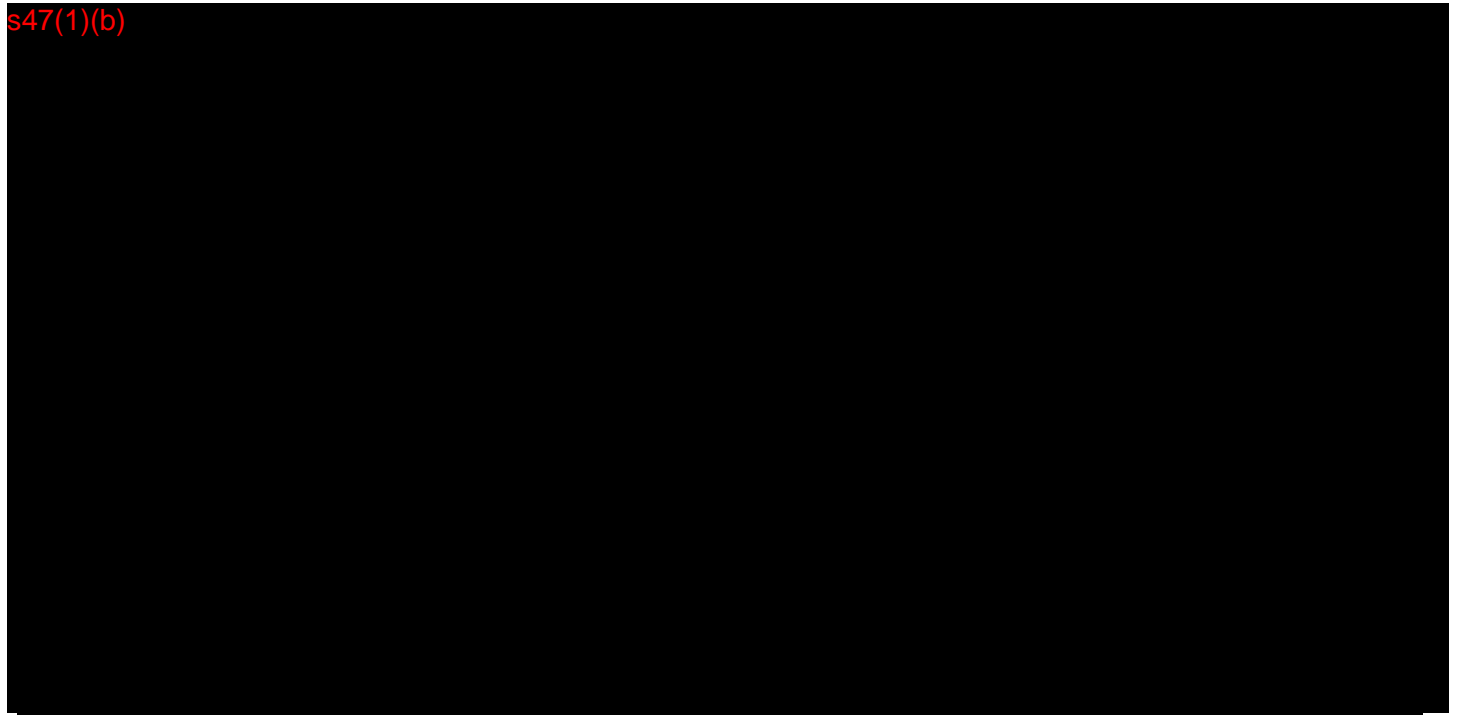
These and other issues underpin the reason why a comprehensive Innovation Hub/Incubator/Accelerator is so crucial to the future of Australia's regional communities. In regional areas such as the Bega Valley, the approach will differ greatly from our city counterparts. We will be using a multi-faceted approach involving more than just a city-styled accelerator program.

- Multiple events with a focus on educating the community on the core concepts of innovation and entrepreneurship and how they pertain to our local business ecosystem, will be a key first step to introduce the Innovation Hub. These events and discussions involving local established businesses, youth and the wider community as a whole, are necessary in planting the seeds of critical thinking, resilience and self reliance that is so tied to the innovation culture already abundant in capital cities.
- Establishing a physical Innovation Hub in downtown Bega will instantly create a central focal point for the entire community. This hub will house our:
 - iAccelerate EDUCATE program
 - Training and event spaces
 - Multi-day youth-focused workshops like high-school startup camps as well as one-day events at our tertiary institutions, will foster a new cohort of entrepreneurs ready to enter our Ideas Incubator.
 - Ideas will be tested against sustainable business models and participants will be groomed for the Accelerator program.
- The EDUCATE program will provide much needed training and mentorship and, through iAccelerate's \$10m seed fund, those ideas which have passed through the incubator will have access to the cash and resources they need to flourish and hire more local employees. As a regional community, our Accelerator program will also facilitate innovation field trips, taking selected business in our programs to capital cities to showcase their products, services, ideas and pitches at major startup and innovation conferences such as StartCon and CeBit.
- Regular affordable topic-focused training workshops for established SMEs will help to grow awareness of affordable new technologies such as cloud based business software systems and digital marketing, allowing them to streamline their own processes and allowing them to release 'sunk costs' in favour of new employment.



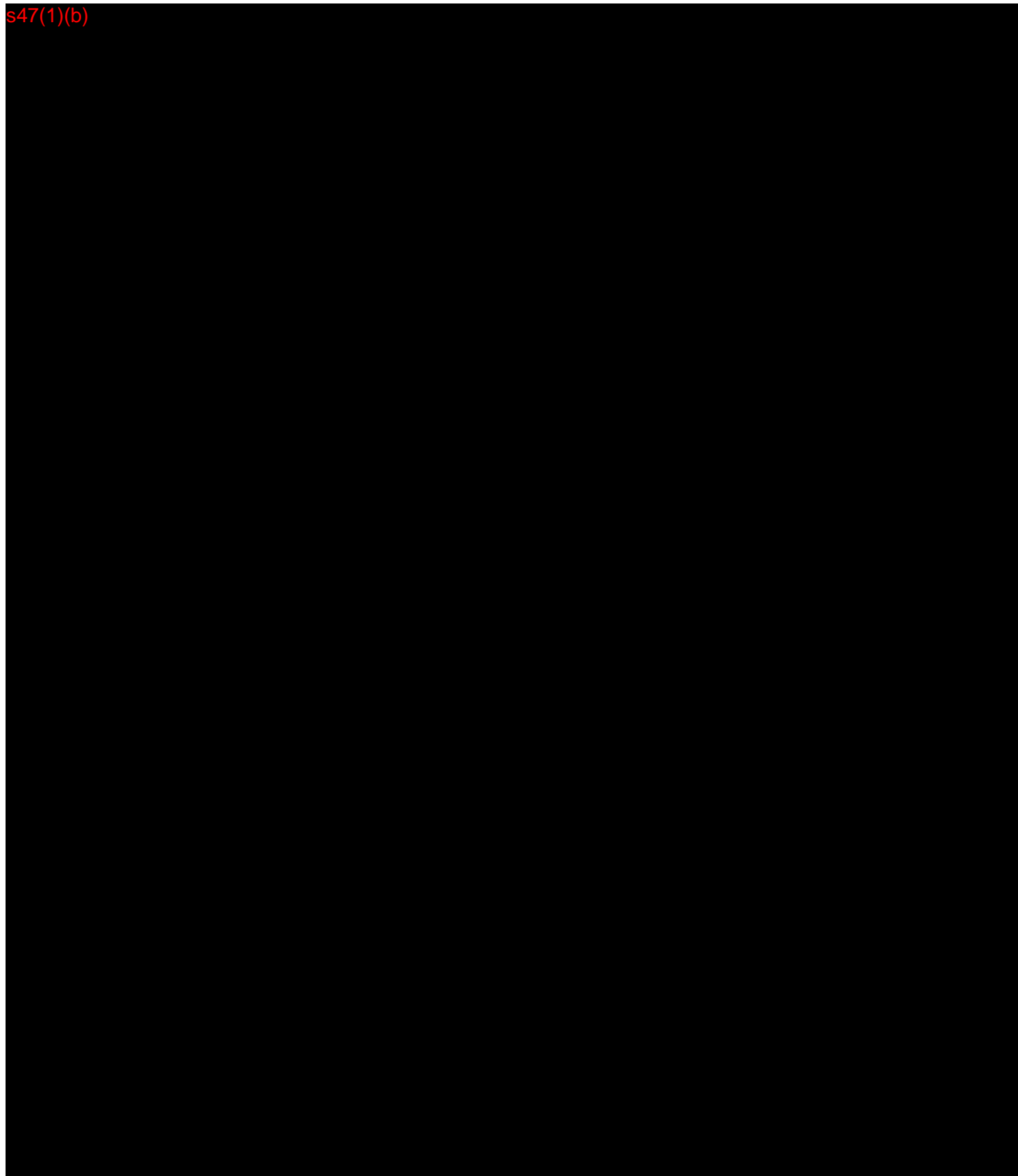
PROJECT MILESTONES

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THE OUTCOMES

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BUDGET

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OUR PLAN FOR CULTURAL TRANSFORMATION

Kick-off Events Campaign

In order to kick-start the cultural transformation required to shift our regional community towards a more resilient, self-reliant, critically thinking community of innovators and entrepreneurs, we'll hold a number of specific events targeted at helping to educate and excite the local community. These events will be held at our beautiful new Civic Centre in the heart of Bega.

Events will focus on 3 community segments:

Local established businesses

- What is innovation and how can it help local businesses create jobs and grow?
- What is digital transformation and how can it make business more efficient?
- What is digital disruption and how will it affect regional businesses?
- What support, events and programs will be on offer in the coming 2 years specifically targeting local established SMEs?

Local high school/Uni/TAFE/youth

- What is innovation and how can it help provide new jobs in our community?
- How to take ideas and turn them into businesses or social enterprises
- What support, training events and programs will be on offer in the coming 2 years focused on youth?

Community at Large

- Who are the next future entrepreneurs?
- Anyone and everyone can innovate
- Who will have the next great idea?
- "I have a great idea for an app!"
- What support, training events and programs will be on offer in the coming 2 years to nurture that idea?
- If I need technical help, how can I get it?

Ongoing Events Campaign

Our aim is to hold 3 different events per month at our Innovation Hub Facility. These events will consist of:

- Monthly Pitch Nights, Code Nights, IoT Nights - these are already long established in our community
- Quarterly events to hear guest speakers: founder's stories, learn new skills as per a topic (legal requirements around starting a company, or an introduction to IoT), TEDx style talks, etc.
- Periodic creativity events such as Hackathons, Gamer Dev Jams and Inspirational Speaker Rock-ups
- Bi-annual Regional Innovation Summit - we will invite other towns within our greater region to come and attend a 2 day event with speakers, roundtable discussions on regional innovation, showcase local ideas and businesses and hold a pitchfest with prizes

MANAGEMENT AND BUSINESS CAPABILITY

Management and Business Capability

Demonstrate your ability to assist Australian start-ups to develop the capabilities required to succeed in international markets.

a. Describe key personnel:

- time commitment to Incubator;
- evidence of national or global entrepreneurship and commercialisation experience;
- evidence of linkages to international innovation ecosystems;
- community management skills;
- evidence of investment attraction into start-ups; and

a. iAccelerate Team

Omar Khalifa, CEO, iAccelerate, University of Wollongong / [Linkedin](#)

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Evidence of national or global entrepreneurship and commercialisation experience

Evidence of linkages to international innovation ecosystems

Omar seeks challenges where he can make a difference through innovation, collaboration and a passion for products and services that enhance people's lives and the world we share.

His background is diverse and includes working in many sectors undergoing transition and growth - from the space shuttle to bicycle advocacy; internet networks to online communities; energy saving to environmental sustainability; not-for-profit to revenues of \$500 million; local to global.

Omar specialises in defining, improving and building new organisations and businesses; creating great teams; delivering new products and services in digital and technology-driven sectors; enhancing environmental/ethical/social responsibility.

Omar has been an Ambassador to World Innovations Forum for Australia, worked for NASA, Hewlett Packard, Apple, Business Council for Sustainable Development, The World Bank, Optus, CitiGroup, and Telstra.

Community management skills;

CEO of iAccelerate overseeing our community engagement and management. From resident cohort engagement to regional engagement with community and business groups. Outreach responsibilities to innovation ecosystems around Australia. Australia's representative to the World Innovations Forum. Founder of the Bicycle Political Party.

Evidence of investment attraction into start-ups; and

Currently the CEO of iAccelerate with a \$10 Million Dollar Seed Fund that is actively investing in our startup companies. Investment Manager for Uniseed – investing through pre-seed and seed stage venture capital investment to successfully commercialise the outcomes of Australian research and ingenuity from the University of Queensland, the University of Melbourne and the University of NSW. Uniseed had secured over \$60M in investment funding.

Melissa Ryan, Senior Manager, iAccelerate Programs, University of Wollongong – CV attached - [Linkedin](#)

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Evidence of national or global entrepreneurship and commercialisation experience

Evidence of linkages to international innovation ecosystems

As part of the Innovation and Commercial Research (ICR) Division for the University of Wollongong for the past 7 years working on the development of the iAccelerate initiative from concept to the delivery of a fully fledged program and centre on UOW's Innovation Campus. Melissa has worked on all facets of the project from the development of brand, the community engagement program, successfully securing state government funding and delivering the \$10M seed fund.



Melissa has also implemented business and marketing strategy to enhance UOW's traction within the commercial marketplace via research, technology transfer and other key initiatives.

Melissa has a strong background in business, marketing and communication strategy development and implementation, relationship building and business development. She has worked for Fairfax Media, APN Media, New Corp, CitiGroup and Nestle.

Community management skills;

Melissa has been responsible for the community engagement strategy for iAccelerate from the commencement of employment with University of Wollongong. The iAccelerate team works consistently on building and managing the resident startups connections with our mentors and investment networks.

Evidence of investment attraction into start-ups; and

Melissa worked on the engagement with Artesian Fund Management, the development of the structure of iAccelerate \$10M seed fund to the successful delivery of the fund.

b. What is the track record of your organisation or team?

Provide examples of start-ups previously supported, including evidence that these are bringing new-to-market or new-to-world innovative products and services to markets outside Australia.

iAccelerate has demonstrated the capacity to implement and maintain the project based on our track record with the development, execution and continued management of the iAccelerate initiative. We have, over the past 7 years developed the iAccelerate initiative, from a greenfield concept to delivery of the iAccelerate Centre on Innovation Campus.

Our Economic Impact Data for 2017 demonstrates the outcomes of the iAccelerate Program and what we are looking to also achieve on a smaller scale in the Bega Region of NSW.

- iAccelerate is currently the most active incubator in the country based on the number of startups that have come through our program – 127 startups - this has grown further with recent intakes.
- 152 new jobs into the community (not including founder jobs and other opportunities) + 64 Founder jobs and 74 Other employment opportunities such as Intern, Casual and Volunteer.
- 54 new products developed with a further 85 currently under development
- 44% of our co-founders are female – almost double the national average
- Delivered combined revenues in excess of \$27M
- Served over 1.6M customers
- Raised \$6M equity investment
- Combined payroll for iAccelerate companies is over \$5M
- iAccelerate \$10M Seed Fund has made its first investments in 2017 totaling \$1.035M
- Securing 27 successful applications for registration of IP
- The offer of a minor for engineers taking the iAccelerate program was a first in Australia
- The matching of MBA students with Startups to assist them on their businesses was another first

The results are impressive on many levels and indicate a thriving community that is delivering on innovation, jobs and revenues.

Many of our companies have opened offices in overseas markets with some coming to Australian shores to set up their businesses in the iAccelerate Centre and then graduating into the community employing local people. Our companies are also making sales in the international market and making connections globally.

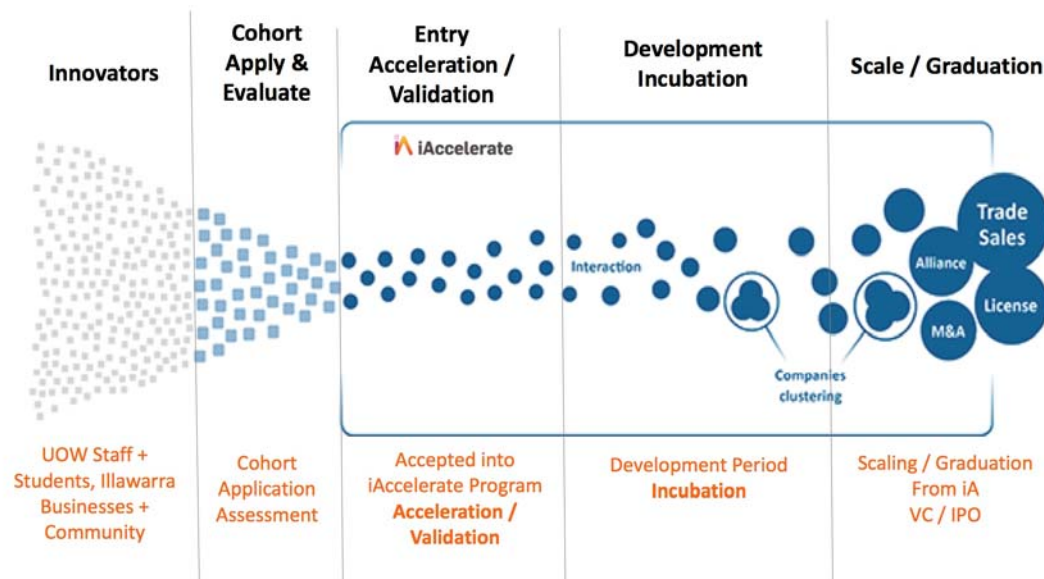
Describe your incubator's operating model, and how it can foster the development of innovative start-ups in international markets.

iAccelerate's model is unique in the Australian marketplace and was built around a regional strategy for job creation, drive economic divinity and growth.

We have a two-stream approach to innovation and entrepreneurial development that includes idea stage to businesses looking to scale-up. This is built around a two-phase program that commences with an acceleration period of 6 months and then an incubation period of up to 3 years residence in the iAccelerate Centre.



iAccelerate - Our Process

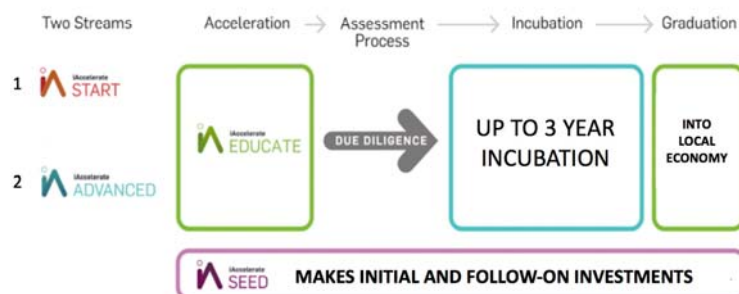


Australia's Largest University Supported Accelerator + Incubator

Unique in Australian startup marketplace:

- 2 streams - Idea + Scale-up
- 2 phase program - Acceleration + Incubation

iA Educate Program:



c. *How will you leverage your networks to deliver services and opportunities to start-ups? Provide evidence of linkages, agreements, and support from other players in the innovation ecosystem.*

We have developed our network and international connections from the inception of iAccelerate. Initially we developed a mentoring relationship with the University of Waterloo in Canada. They assisted with the development of the iAccelerate model of entrepreneur and innovation support and development within both a University and Regional context.

Since then we have been developing our relationship networks both locally and internationally.



Below is an overview of our international networks and activities currently in place and plans for 2018:

University of California, Berkeley

Prof Jerry Engel has visited the iAccelerate Centre twice and has been a key note speaker and provided mentorship to our startups. Jerry is a close collaborator with Steve Blank and developed the Lean LaunchPad method. He is the founder of the University's Lester Centre for Entrepreneurship and is also the co-founder and General Partner of Monitor Venture Partners.

William Rosenzweig was a visiting expert in residence during our IMPACT Conference in 2017. Will is a faculty member of the University of California Berkeley, Haas School of Business. He is a successful entrepreneur and investor and is currently the Dean and Executive Director of the Food Business School. Will also developed the United States first MBA Course in Social Entrepreneurship and Social Venture Development. He is currently a senior advisor on Al Gore's Generation Investment Fund.

North Carolina State University

Aly Khalifa – Entrepreneur in Residence at North Carolina State University / Design and Engineering Innovator participated in our IMPACT Conference as a speaker, facilitator and delivered one on ones. He is a successful entrepreneur and founded Design Box and created SPARKcon which is the US's largest open source creative festival attracting 75,000 attendees annually.

Washington University

Professor Joe Steensma – Serves as a Professor of Practice in Environmental Health and Social Entrepreneurship at the George W. Brown School as well as a Scholar at the Institute for Public Health at Washington University in Saint Louis. He is also a Sr. Scholar at the Global Good Fund in Washington, DC. Dr. Steensma founded Industrial Solutions Group (ISG), which grew to become one of the premier occupational and environmental health companies in the United States. ISG was sold to Concentra (Humana) in 2007. He has launched several successful ventures related to public health and continues his entrepreneurial efforts to this day. Joe specialises in social entrepreneurship, environmental / occupational health, and biostatistics. He is passionate about sustainability and the role enterprise plays in advancing societies.

Adam de Sola Pool

Member of the Board of Commercial Advisors, INL - International Iberian Nanotechnology Laboratory, Portugal / Member of the Board of Advisors, OffGridBox (TechStars W17), Boston
Mentor and Investor | [LinkedIn](#)

Adam is an investor, mentor, and new technologies competition judge with 20 years of experience in clean energy & water and hardware companies. As an Angel Investor, Adam is a Partner in Clean Energy Venture Group, a member of Launchpad Ventures, Walnut Ventures, MIT Angels, and Sloan Angels. Adam mentors & judges at the Massachusetts Institute of Technology, Techstars, Northeastern University, CleanTech Open, & MassChallenge. Adam is on the Advisory Board of the International Nanotechnology Center accelerator in Braga Portugal and the MIT Enterprise Forum Polska accelerator in Warsaw Poland.

Hamish Hawthorn - COO of UpGuard, Inc. a leading Australian startup founded by Mike Baukes and Alan Sharpe-Paul, incubated through Startmate and now based in Silicon Valley (f.k.a. ScriptRock) and former CEO of ATP Innovations (now Cicada). Hamish has been involved in the commercialisation of new technologies for over 20 years, and his experience spans the software, biotechnology and advanced manufacturing sectors

Australian Trade and Investment Commission

David Landers – Executive Director, International Operations at Australian Trade and Investment Commission and formally Founder CEO General Partner and Executive Director, Emerging Technology Fund at Allen and Buckering. Has been regularly engaging with us and has provided connections to International landing pad network. A tour of UK, Germany and Switzerland landing pads will be undertaken by our CEO in July 2018 to further strengthen our connections.

Our Universities International Linkages and Networks:

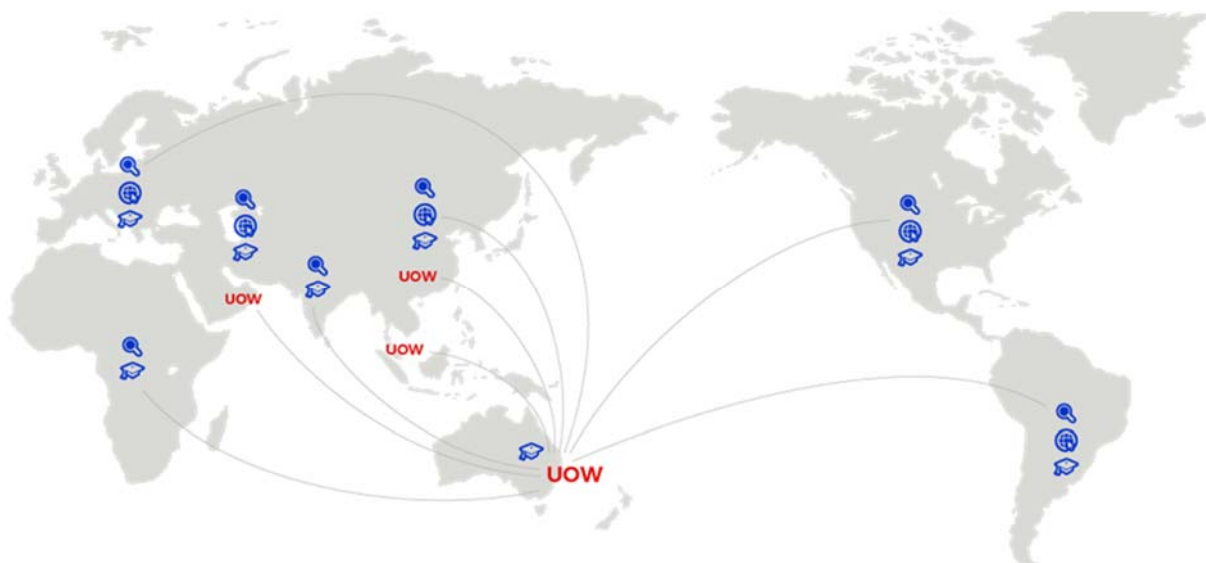
The University of Wollongong also provides access to its International Linkages. These are broad and encompass 55 countries around the world. The kind of agreement types are broad and include Academic / Research collaboration agreements, Memorandum of Understanding, Offshore Agreements, Study Abroad Agreements, Sponsorship / Scholarship Agreements, University Global Partnership Network etc. See XX (to be supplied) for full listing and agreement types that exist between us and the other parties.

iAccelerate in particular has enjoyed a substantial relationship with University of Waterloo who have via our interaction with their Accelerator, provided us with information sharing, mentoring and advice as we built iAccelerate. They are a University operated business accelerator / incubator in a regional area of Canada.

Additionally, we have been recognised as the only Australian case study on Good Practice as part of The State of European University-Business Cooperation (UBC) study (www.ub-cooperation.eu), commissioned by DG Education and Culture (DGEAC 2015/10), 50 good practice case studies on UBC were identified and prepared. The case study is titled *“University of Wollongong's iAccelerate: Rapid growth entrepreneurship propelling a region.”* (Attachment XX) to be supplied



Additionally, the University of Wollongong delivers transnational global education programs in a number of locations, including Dubai, Singapore, Hong Kong, and Malaysia.



iAccelerate 2018 Outreach Activities:

UOW's extensive global connections also include membership of the [University Global Partnership Network \(UGPN\)](#), which is focused on creating a foundation for international collaboration enabling academics and students from some of the world's top universities to work together on issues of global importance. The Universidade de São Paulo, North Carolina State University and the University of Surrey are the founding members of the UGPN. s47(1)(b)

d. Describe the services that you provide, which could include:

The iAccelerate approach to entrepreneurial and innovation support and business scaling is built around the following services:

- A \$10 Million Seed Fund
- iAccelerate is built around the Co-location of startups that are acquired and on boarded via a Cohort structure 3 times a year
- We have regular review sessions with our resident companies that measure their development and their progress against a due diligence checklist. This checklist is also tied to our seed fund.
- The iAccelerate program is built around our Educate program, Lean Business Model and due diligence checklist.
- We have a robust mentor list which we regularly refresh. Most recently we have been building our global mentor list as we reach out to our connections in the market and make new connections via the University and our engagement internationally during our trips to innovation ecosystems and innovative universities around the world.
- A comprehensive calendar of events. Over the last 7 years we have hosted a myriad of networking events to assist with our cohort's engagement with local, national and international networks. Our events range from Demo Days, a Pitch program run 3 times a year, social events, speaker events, Entrepreneurial Women's Event Series to Alumni engagement events.

Bega Innovation Hub will have access to these services and be on-boarded as to the processes we utilise to deliver these services to our Start-up resident companies.



THE DISTINCT VALUE PROPOSITION

a. Improving the commercial prospects of innovative start-ups in international markets.

We provide connections for our start-ups to international markets via our mentor, investor and university network. Please see attached letters of recommendation from our start-ups.

b. Developing Australia's innovation ecosystem so that innovative start-ups can thrive and flourish in international markets.

iAccelerate currently the most active incubator in Australia is a key driver of developing Australia's innovation ecosystem and have been building our capabilities in this regard for 7 years. We have actively sought to create a diverse and internationally connected network of experts.

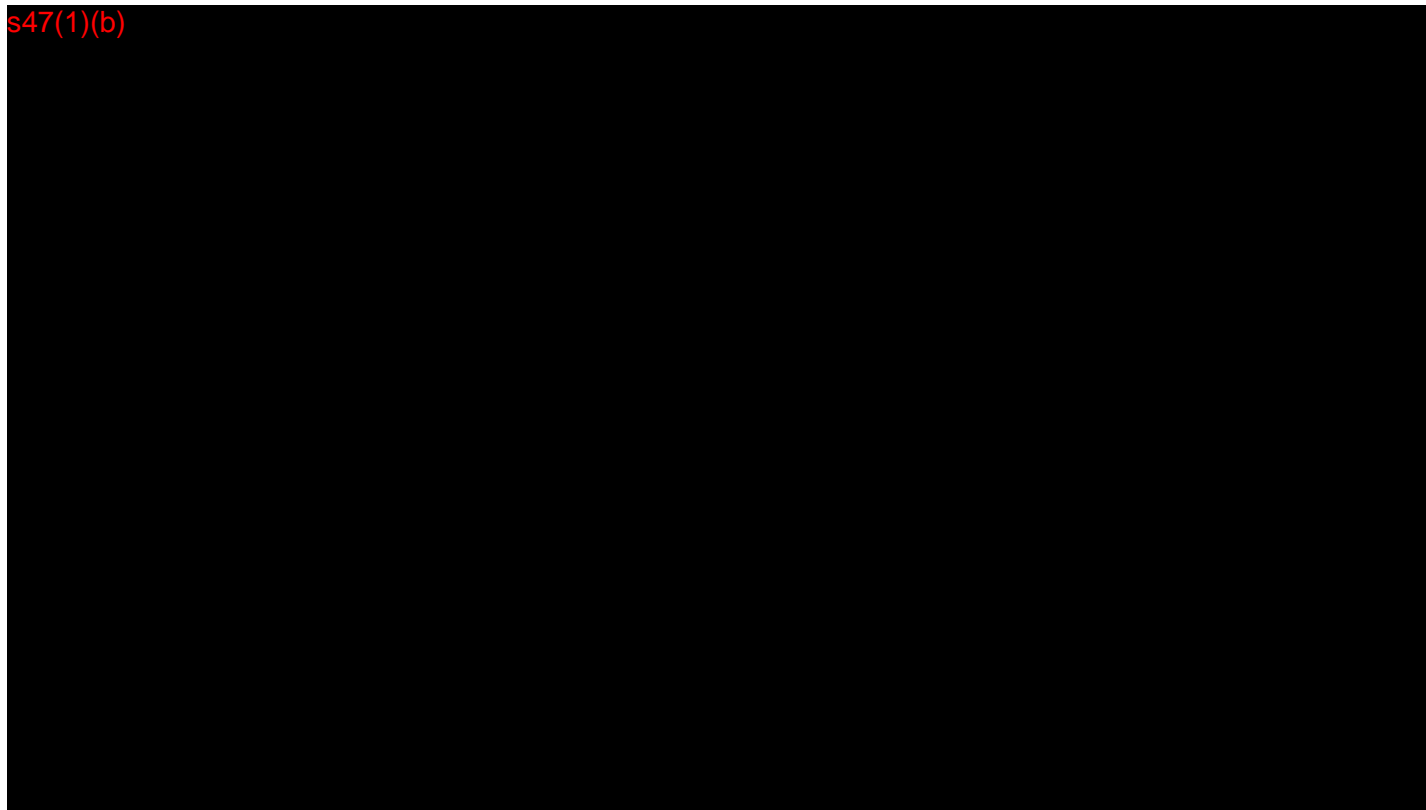
c. Developing the capability of incubators to facilitate and foster innovative start-ups with the potential to operate in international markets

We are focused on providing support and access to our programming, connections and seed funds to regional incubators and accelerators to foster innovative start-ups that have the potential to move into international markets.

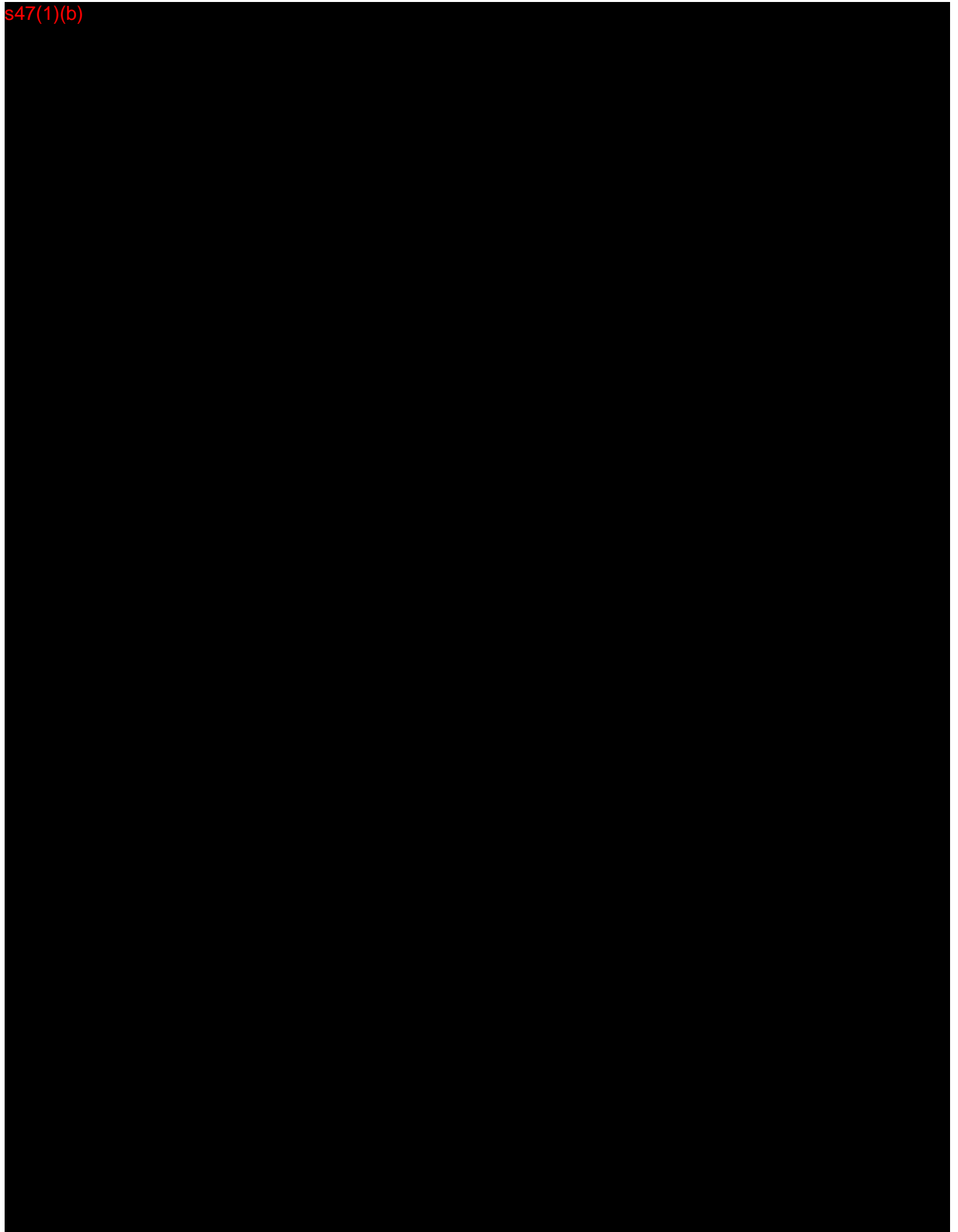
d. Developing new incubators' capabilities in regional Australia, that support internationally focussed start-ups

iAccelerate Engagement and Support Approach to regional innovation hubs and entrepreneurs:

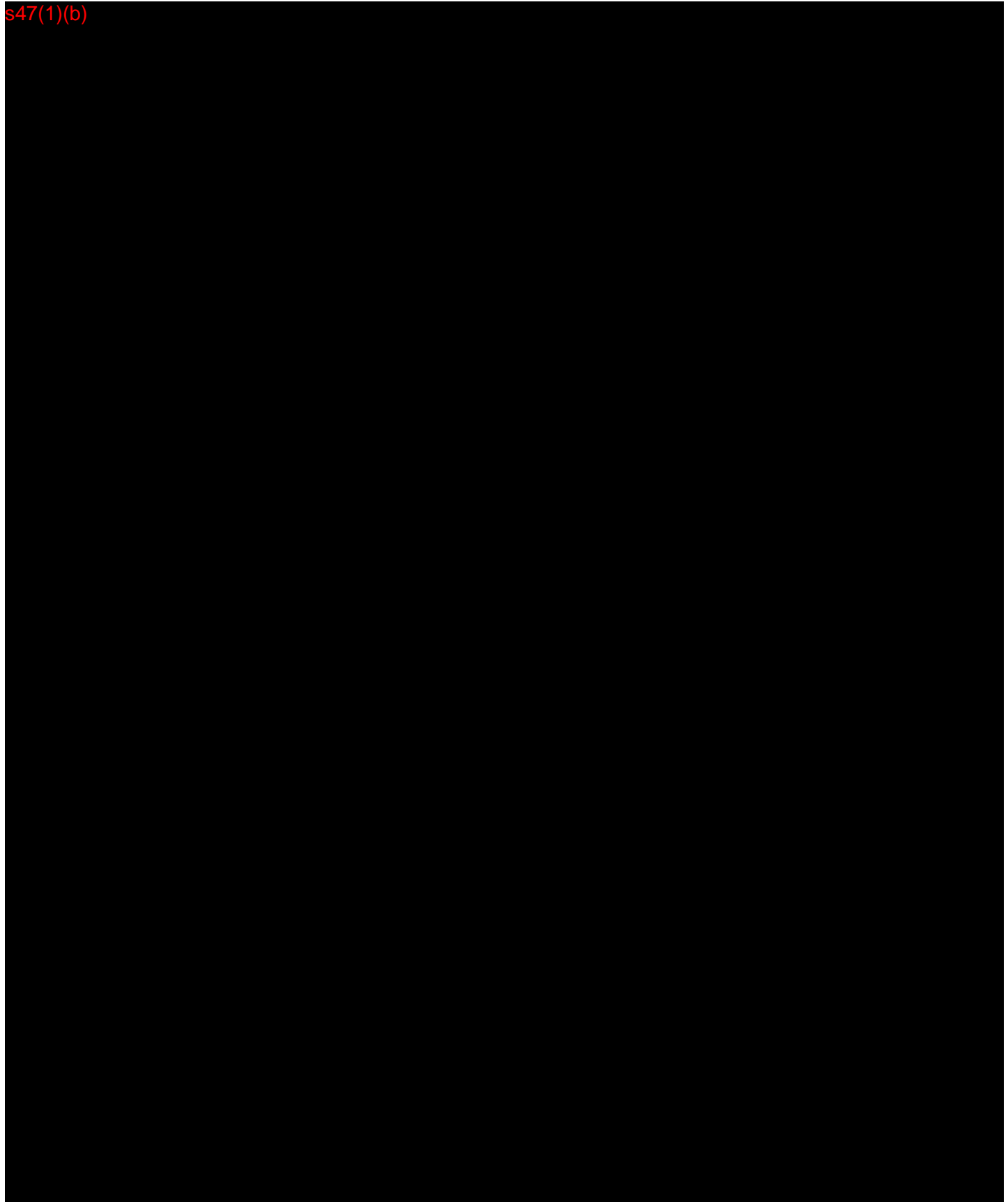
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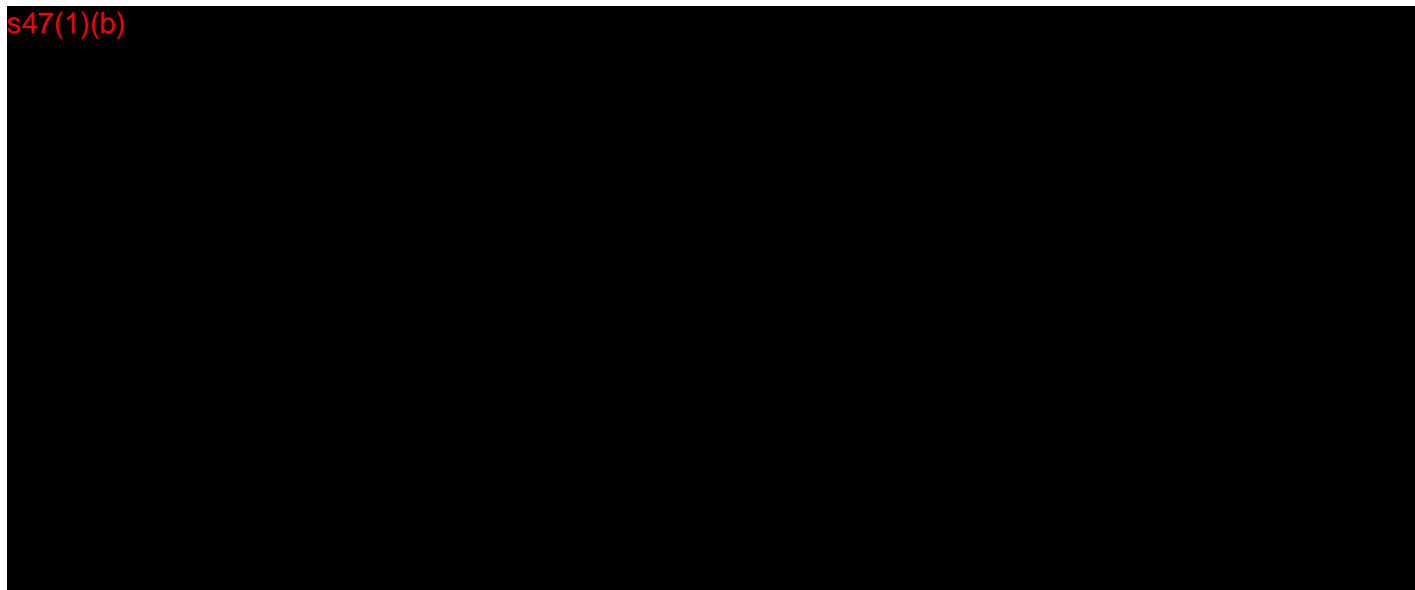
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How the University of Wollongong Contributes to the Innovation Ecosystem.

We see the University of Wollongong providing a strong support to the development and maintenance of the innovation hub network.

Besides their long-term commitment to iAccelerate, they have the ability to support the network with access to Research expertise and a stream of highly skilled students and graduates from their various campuses.



e. Developing and collaborating with start-ups that use public data as part of their business.

The iAccelerate program has and will continue to support and work with Startups that use public data as part of the business.

TRACKING OF OUTCOMES

We envisage that a list of key economic impact metrics will be tabled and agreed to by all participating hubs. This information will be tracked by each hub and then submitted to the Innovation Regional Manager who will ensure the data is accurate and kept current for regular reporting. This will also enable us to assist in comparing hubs to see where the program is delivering the greatest impact.

Our current economic impact measures are as follows:

Number of Jobs Created

- Startup Founders
- Full Time Roles
- Part Time Roles
- Students – work experience / interns
- Volunteer

Number of customers for startup companies

Female Founders

Funding

- Equity Funds Raised
- Grants
- Debt Capital

Sales Made

Salaries Paid

No. Products launched

Products under development

Total Companies Assisted

Companies Currently In-train.

Initially we believe the following areas will provide us with the best way to track the first level of impact of the outreach program.



Initial Impact Areas:

1 PARTICIPATION RATES	2 INITIAL BUSINESS IMPACT	3 EMPLOYMENT	4 INVESTMENT / ANGEL NETWORK
Tracking the number of organisations that are participating in the program and engaging in the events.	Regular meetings and surveys to understand the key areas of impact that engagement is delivering to the local organisations.	Detailed employment information on participating organisations. This will look at the full gamut of employment types.	Actively tracking the engagement levels achieved with local investors and investment activity in the participating organisation.
Understand who is participating and what the program delivers to their businesses. Various types of engagement will also be assessed – Mentoring, Investing, Students Engagement	This information can then assist in informing the development of the program and matching them with the needs of the businesses.	A key indicator of businesses success and growth will be the growing employment rates with participating organisations. This will also include the employment of people by the program and hubs.	A key indicator and pillar of innovation ecosystems is an active investment community. Active outreach and education around investing in Startups.

Long Term Impact Areas:

The following areas we believe will demonstrate the long-term impact of the outreach iA program:

1 BUSINESS SURVIVAL RATES	2 UNEMPLOYMENT RATES	3 RETAIN EDUCATED PROFESSIONALS	4 REPUTATIONAL BENEFITS
Support growing small businesses that represent 83% of local establishments via training, advice and investment to increase business survival rates	Reduce the unemployment rate through the growth of current businesses, the creation of new businesses and new jobs for the region.	Provide greater business opportunities in the region to reduce the number that leave the area each year.	Continue to strengthen one of world's most livable regions through innovative offering and additional opportunities.
Small businesses (employing less than 20) represent approximately 95% of the businesses in the area.	The Shoalhaven, Eurobodalla and Shoalhaven LGAs have unemployment rates above the national median.	While the region has been experiencing positive net internal migration, there is still the latent opportunity to further attract professionals to the region.	Seeking to foster 5,000 new jobs via innovative business support and techniques over the next 15 years will no doubt continue to strengthen the awareness of the region.



KEY PERSONNEL

iAccelerate Team



OMAR KHALIFA

Chief Executive Officer, iAccelerate | Email: omark@uow.edu.au | [LinkedIn](#)

Omar Khalifa is the CEO of iAccelerate, and is driven by fuelling new ideas through innovation and collaboration. Omar has a passion for entrepreneurship particularly in the in the social enterprise and sustainability space and is driven by the possibilities that the interception of creativity and technology can deliver to innovation. Omar's vision for iAccelerate is to create a place where artists, students from all disciplines, researchers and the community can rub shoulders and get exposed to new ideas to create sustainable businesses in the Illawarra. Omar has had a diverse career working with many businesses undergoing transition and growth, delivering new products

and services in digital and technology-driven sectors including Apple Computer; Hewlett Packard; Optus; Telstra BigPond; Citigroup; and the Business Council for Sustainable Development.



MELISSA RYAN

Senior Manager, iAccelerate Programs | Email: mryan@uow.edu.au | [LinkedIn](#)

I began my role at the University of Wollongong with the primary focus of developing the iAccelerate concept from idea stage to the delivery of a fully fledged program and centre on UOW's Innovation Campus. I have worked on all facets of the project from development of the brand, the engagement program, successfully securing state government funding and delivering the \$10M seed fund.

Bega Team



LIAM O'DUIBHIR

Co-founder- 2Pi Software and Into IT Sapphire Coast
Chief Co-ordinator CoWS Near The Coast Digital Co-Working Space
Local Hub Steering Committee and Mentor

Liam O'Duibhir is a software engineer who never gets to write code anymore. His passion is to build a unique software development team on the Far South Coast of NSW that matches and exceeds the capabilities of any comparable metropolitan-based companies. Allied to this goal is a strong commitment to increase the number of knowledge service-based businesses operating in the region.

In 2009, he moved with his family from Sydney to Merimbula in Far South Coast NSW. Previously he had been the Open Source Programme Manager at Fujitsu Australia Software Technology (FAST). He has over 25 years of experience in the IT industry spanning roles in senior technical, sales and managerial capacities with leading companies throughout Europe and Australia (including Fujitsu, Motorola, NEC and Schlumberger). As a survivor of a number of Dot Com trainwrecks, in 2006 he launched his own web-powered venture, SoccerFit, with the sole purpose of teaching Australia the health benefits of the World's most popular game. Applying the same high energy approach, in 2010 he co-founded IntoIT Sapphire Coast, a network that links up the increasing numbers of tech-skilled sea-changers enjoying the lifestyle dividend of Far South Coast NSW. From this group a number of promising tech-focussed companies are emerging which take advantage of the new cloud computing paradigm, and rewrite the rules of regional capability. The network sponsors a range of business and entrepreneurial initiatives including Start Up camps, Gamer Dev Jam, an annual Hackathon and a regular series of community tech exchanges.

In 2015 Liam's work led to the creation of the CoWS Near The Coast Digital Co-working space located at 209 Carp St. Bega. This physical location, although small in size and tech-oriented, has been the single most significant step to date in crystallising community involvement in fostering a new spirit of innovation in the Bega Valley. The Bega AgTech Days programme on March 28th and 29th to be run by the IntoIT Sapphire Coast team will be an undoubted highlight of 2018.





ZACHARY SEQUOIA

Founder- Launch Factory, Co-founder- Crowd Foundry and Buzzly
Local Hub Steering Committee and Mentor

A San Francisco native and dot com 1.0 veteran, Zachary Sequoia has spent the last 20 years working with some of the world's most well known digital brands on 3 different continents including Nike, Logitech, Cisco, Cadbury, Lonely Planet and more. Zachary has previously founded two Creative Digital Agencies (Canberra and Melbourne), is a serial entrepreneur with multiple successful startups and sits on various advisory boards for local, state and federal government around innovation.

In 2013, Zachary sea-changed with his family to the small beach village of Tathra in the Bega Valley Shire and grew particularly particularly passionate about Regional Innovation.

Zachary currently consults with startup companies in Sydney and Melbourne under the brand Launch Factory as well as teaches Lean Startup workshops for a number of accelerators in Canberra, Sydney and Melbourne.



SAMANTHA AVITAIA

UOW Bega Campus Manager
Project Coordinator

Working in the Tertiary Education sector in Australia and Asia for over 18 years, Samantha is the manager of the University of Wollongong's Bega Campus. Since her commencement at UOW Bega in 2007, the small campus has grown to enrol over 200 students each academic year in Arts, Business, Education and Health degrees and pathway programs.

Sam grew up in the Bega Valley and has a passion for providing education opportunities to rural people from diverse backgrounds. She is the coordinator of the Regional In2Uni Schools Outreach Program, winner of the 2015 SPERA Australian Rural Education Award and 2017 Universities Australia Award for Widening Participation

Sam presents at national and international conferences on education pathways for rural students, has partnered with Uni of Tasmania on a published rural research project and received a 2017 Federal Higher Education Participation & Partnerships Program grant for development of the UOW Bega "Rural In2Uni" Program.



SHANE O'LEARY

General Manager Destination Southern NSW Ltd
Economic Development Manager, Bega Valley Shire Council (to June 2017)
Local Hub Steering Committee and Mentor

Previously over 20 years experience in NSW, ACT, Victoria and the NT leading start-up government organisations and government funded event organisations.

Shane organised the 2016 Bega Economic Development Summit, which kick started cultural change in the Bega Valley.



IACCELERATE MENTOR NETWORK



ENTREPRENEURS IN RESIDENCE

Anthony Marcar

Entrepreneur/ Mentor | [LinkedIn](#) Anthony is a tech entrepreneur with experience founding companies, building resilient tech systems, and mentoring startups. In Wollongong in 2010, Anthony co-founded Grabble, a digital receipt startup which sold to Walmart Labs in under a year. He worked there for 5 years integrating Grabble's technology throughout their 4800 US stores. He also rewrote Walmart's transaction backend (10 billion transactions a year), and then hired a team to manage it. Anthony is also a mentor in the Startmate accelerator where he has twice been voted most valuable mentor.



Frank Marzano

iAccelerate Entrepreneur in Residence, Product Management and Strategy expert, specialising in B2B, B2G Sales and Marketing | [LinkedIn](#)

Frank is the Co-Founder and Director of iTree Pty Limited, an Illawarra based software company that develops software solutions for government agencies in Australia and New Zealand, that improve productivity and efficiency in the areas of regulation, compliance and enforcement. Frank joins iAccelerate as an Entrepreneur In Residence to assist resident companies with Product Management and Strategy specialising in B2B and B2G Sales and Marketing.

RESEARCHERS IN RESIDENCE



Prof Sharon Robinson

iAccelerate Researcher in Residence, Senior Professor, Associate Dean Graduate Research, PhD

A plant ecophysiological and climate change biologist, Sharon is well known internationally for her research on Antarctic mosses and the innovative techniques she has brought to surveying and studying these precious plants. She is highly regarded as a teacher and mentor, and is a sought after thesis supervisor. And she maintains extensive connections nationally and around the world, with other research organisations as well as industry.



Associate Professor Robert Gorkin III

iAccelerate Researcher in Residence, Associate Professor, PhD, MBA

Robert has extensive experience at the academic-industry coalface through research and project management in Advanced Manufacturing and Biotechnology. He is an Associate Professor at UOW, leading the team behind a Gates Foundation project developing revolutionary new condoms. He also is a co-founder of the leading Australian Graphene company, Imagine Intelligent Materials, where he manages research engagement with Australian and overseas partners. His work has led to over 100 publications (1500+ citations), over \$5M in grants awarded from both academic and commercial positions, and direct involvement in disruptive startups leading to investment, products, sales, and community benefits. Robert is helping iAccelerate link emerging companies with researchers and entrepreneurial academics with opportunities, as well as helping develop impact investment funds.



GLOBAL MENTORS



Adam de Sola Pool

Member of the Board of Commercial Advisors, INL - International Iberian Nanotechnology Laboratory, Portugal

Member of the Board of Advisors, OffGridBox (TechStars W17), Boston

Mentor and Investor | [LinkedIn](#)

Adam is an investor, mentor, and new technologies competition judge with 20 years of experience in clean energy & water and hardware companies. As an Angel Investor, Adam is a Partner in Clean Energy Venture Group, a member of Launchpad Ventures, Walnut Ventures, MIT Angels, and Sloan Angels. Adam Mentors & Judges at the Massachusetts Institute of Technology, Techstars, Northeastern University, CleanTech Open, & MassChallenge. Adam is on the Advisory Board of the International Nanotechnology Center accelerator in Braga Portugal and the MIT Enterprise Forum Polska accelerator in Warsaw Poland.



Aly Khalifa

Design and Engineering Innovator, Sustainability Entrepreneur | [LinkedIn](#)

Aly is a design entrepreneur specializing in invention development. He has launched products for some of the most exciting consumer brands and has garnered more than 2 dozen patents. Aly and his wife Beth have founded numerous efforts nurturing inventive culture. They created SPARKcon, which is the nation's largest open-source creative festival, attracting 75,000 attendees annually. They also founded the gourmet brand, Gamila, a collection of beautiful and sustainable single-serve coffee and tea tools, which was acquired by Seventh Generation in 2011.

Aly believes that collaborating with experts across diverse disciplines leads to revolutionary new products, technologies and methodologies. He travels extensively, innovating with factories around the world. His collaborations have been nominated for a Grammy and exhibited in the Louvre. He is an AIGA Fellow and an Eisenhower Fellow, recognized for his creative leadership and ability to drive tangible change.



William Rosenzweig

Social Entrepreneur / Impact Investor / Change Maker | [LinkedIn](#)

Dean and Executive Director of The Food Business School, William Rosenzweig has spent his career as an educator, serial entrepreneur, and venture investor. Will was founding CEO of The Republic of Tea, the company that created the premium tea category in the U.S.

His work has been profiled in The Wall Street Journal, Sound Money, Business Week, USA Today, and the San Francisco Chronicle. In 2010, Will was honored with the Oslo Business for Peace Award for his accomplishments in the area of ethical business.

A long-time faculty member at the Haas School of Business at the University of California Berkeley, Will developed the country's first MBA courses in Social Entrepreneurship and Social Venture Development.



Prof Joe Steensma

Professor of Social Entrepreneurship, Washington University in St Louis | [LinkedIn](#)

Dr. Steensma serves as a Professor of Practice in Environmental Health and Social Entrepreneurship at the George W. Brown School as well as a Scholar at the Institute for Public Health at Washington University in Saint Louis. He is also a Sr. Scholar at the Global Good Fund in Washington, DC. & Dr. Steensma founded Industrial Solutions Group (ISG), which grew to become one of the premier occupational and environmental health companies in the United States. ISG was sold to Concentra (Humana) in 2007. He has launched several successful ventures related to public health and continues his entrepreneurial efforts to this day.

Dr. Steensma specializes in social entrepreneurship, environmental/occupational health, and biostatistics. He is passionate about sustainability and the role enterprise plays in advancing societies.



MENTORS



Nick Bolton, Jess Milne

Directors, Ten Alphas: Nick Bolton [LinkedIn](#) | Jess Milne [LinkedIn](#)

[Ten Alphas](#) are an Australian video production company with offices in Sydney, Wollongong NSW and Melbourne. They are passionate about telling stories through moving image content. Ten alphas videos aim to engage audiences through a combination of creative scripting of touching personal human stories, out-of-the-ordinary scenarios, beautiful cinematography, motion graphics and animation.



Adam Cole

Partner, KPMG Australia - Corporate Structuring & Governance | [LinkedIn](#)

Adam is passionate about making a difference for his clients, by helping them better understand their business and its potential, exploit opportunities and solve challenging issues. He provides a broad range of tax and business advisory services to help his clients grow and succeed.



JEREMY COLLESS

Managing Partner, Artesian Capital Management - Venture funding and angel investment expert | [LinkedIn](#)

In 2004, Jeremy founded Artesian Capital Management with 2 other partners. Artesian is an alternative investment manager focused on venture capital and fixed income trading. Artesian is a full-stack VC firm offering an end-to-end venture capital platform for startups at seed, angel & growth stages in Australia, China & ASEAN.



JODIE COOPER

Positive Psychology Coach & Educator | [LinkedIn](#) Jodie has a degree in Commerce, a diploma in positive psychology and coaching and graduated as an Officer of the Australian Army Reserve, at Duntroon. Having grown her own coaching and presenting business over the last 12 years, Jodie has become an expert on Positive psychology and helping professionals to develop a mindset and culture that's more positive, productive and profitable.



ANTONIO DELISEO

CEO, Asia-Pacific, Bond International Software | [LinkedIn](#)

Antonio has extensive knowledge of sales management, business development and business management; presentation and negotiation skills to C-Level executives and government and is experienced in building businesses, teams and management in the Asia Pacific Region





NICK HARTGERINK

Owner, Hartgerink Media Services | [LinkedIn](#)

Nick is a media consultant with 37 years' experience in journalism and public relations. He spent 24 years as a journalist with Fairfax, including six years as editor of the Illawarra Mercury. He currently runs a media consultancy, with regional and national clients including the University of Wollongong, BlueScope, the Rio Tinto Indigenous Foundation, Wollongong City Council, RMB Lawyers and NSW Government agencies. He is also the author of five books.



NICHOLAS HISLOP

Co-Owner & Director, Capital Brewing Co | [LinkedIn](#)

Nicholas' interest and passion for business and beer was born during his role as with Natural Capitalism Solutions in the great brewery town of Boulder, Colorado, USA. Since then, he has cemented skills implementing sustainable business strategies for numerous hospitality companies, specifically in relation to increased efficiencies in supply chain, logistics, water, and electricity usage. In addition, he has developed other economic, environmental and social initiatives which have been incorporated into the ethos and culture of Capital Brewing Co with great outcomes.



RICHARD HORTON

Partner, Squire Patton Boggs | [LinkedIn](#)

Richard is an experienced, dual-qualified US and Australian corporate and technology lawyer, actively advising clients in both the USA and Australia. He has deep experience helping Australian venture funds and technology companies doing business in the United States and globally, and represents all the major venture funds in Australia, as well as many of Australia's leading startups and incubators



LEANNE ISABELLA

Human Resources Manager - Australia, Commscope | [LinkedIn](#)

Leanne is an expert in Human Resources and is currently HR Manager of CommScope Australia. She was previously the HR Manager throughout the growth phase of one of Australia's largest start-up successes, Info Comp. Leanne has been a key supporter of the iAccelerate initiative from its inception, presenting Educate sessions and providing HR advice to iAccelerate residents.



JOANNA KUBOTA
FOUNDING MENTOR

Director, Global Solution Strategies - Sales & Marketing expert | [LinkedIn](#)

Since establishing GSS in Australia, Joanna and Takahiro have worked to bring their global expertise to the Illawarra and South Coast, assisting a huge variety of companies covering a wide array of industries, from startups to well-established firms, and ranging in size from micro businesses up to companies and government departments with hundreds of employees. Joanna has been involved in the iAccelerate initiative since its inception in 2011.





TAKAHIRO KUBOTA
FOUNDING MENTOR

Director, Global Solution Strategies - Sales & Marketing expert

Since establishing GSS in Australia, Joanna and Takahiro have worked to bring their global expertise to the Illawarra and South Cost, assisting a huge variety of companies covering a wide array of industries, from startups to well-established firms, and ranging in size from micro businesses up to companies and government departments with hundreds of employees. Takahiro has been involved in the iAccelerate initiative since its inception in 2011.



TIM MARSHALL

Principal, Marshall Legal | [LinkedIn](#) Tim is an Intellectual Property lawyer and registered trade mark attorney with over 20 years of post qualification experience in the identification, creation, exploitation and enforcement of intellectual property rights and information technology (IT) law. He has a special interest in branding and technology law.



JAMES PARRISH

Solicitor, RMB Lawyers - Shareholder Agreements | [LinkedIn](#)

James has broad experience in the areas of business and commercial transactions including leasing and sale/purchase of businesses, reviewing and drafting contracts, civil litigation, estate planning and disputes, and property transactions, as well as shareholder agreements.



GARRY PINCH

Director, Accounting Professionals | [LinkedIn](#)

Garry has developed an extensive business improvement plan that he implements with clients to achieve their goals regarding profits, cash flow, growth & lifestyle. The plan includes a focus on business profit drivers, tax strategies, marketing strategy plan & budget, business model review, team recruitment and management and measure, monitor & manage process to keep the business on track in the long term.



LOTHAR WILKENS

Founding Principal, Wilbartec Consulting Engineers | [LinkedIn](#)

Lothar is the founding principal of Wilbartec Consulting Engineers which for the past 26 years has serviced clients in a wide range of industries by developing creative improvement solutions to equipment and processes. He also applied his mechanical engineering skills towards designing manufacturing/processing equipment and products. Problem solving, critical technical analysis and practical engineering skills are part of the experience Lothar offers to the iAccelerate community.



BEGA MENTOR NETWORK

Examples of local companies seeking international custom that will gain significantly from and contribute to the Bega Innovation Hub mentorship pool:

- Artifax software which uses local software development capability to extend the Artifax Venue and Event Management software to secure business in Taiwan, Singapore and Hong Kong
- 2pi Software CRM and ERP product solution suite has recently added internationalisation capability and in partnership with Artifax software, plans to target the mid-size company sector offering a strong pricing advantage.
- Crowd Carnivore which has proven market viability in crowd-purchased online beef services, and seeks to expand to other product lines, seeks funding to capitalise on its core Intellectual Property to target overseas markets
- Ten15, a local tennis licencing franchise business which has recently secured support from the Florida Tennis Association, and seeks to grow the market in the USA and Asia for this new and innovative approach to one of the worlds most popular sports
- NexuseWater grey water recycling solution, has been developed here in Australia by Bega based founder, Craig Richmond, and exclusively sells overseas with a strong market position in California
- SlasherTeck roadside asset maintenance solution has already received strong funding support from both government and private sector investors, and has international success as an early roadmap milestone
- Founders and staff of these companies will prove a rich source of mentors to guide other newer startups that emerge from the newly charged Innovation environment that will be realised in the Bega Valley
- These companies will seek to recruit locally to capitalise on the growing pool of skilled seachangers relocating to the area, and the increasing numbers of young people embracing STEM and startup culture thanks to work over the last seven years to improve awareness of the attractiveness of this career path.

EXPERTISE WITHIN BEGA REGION

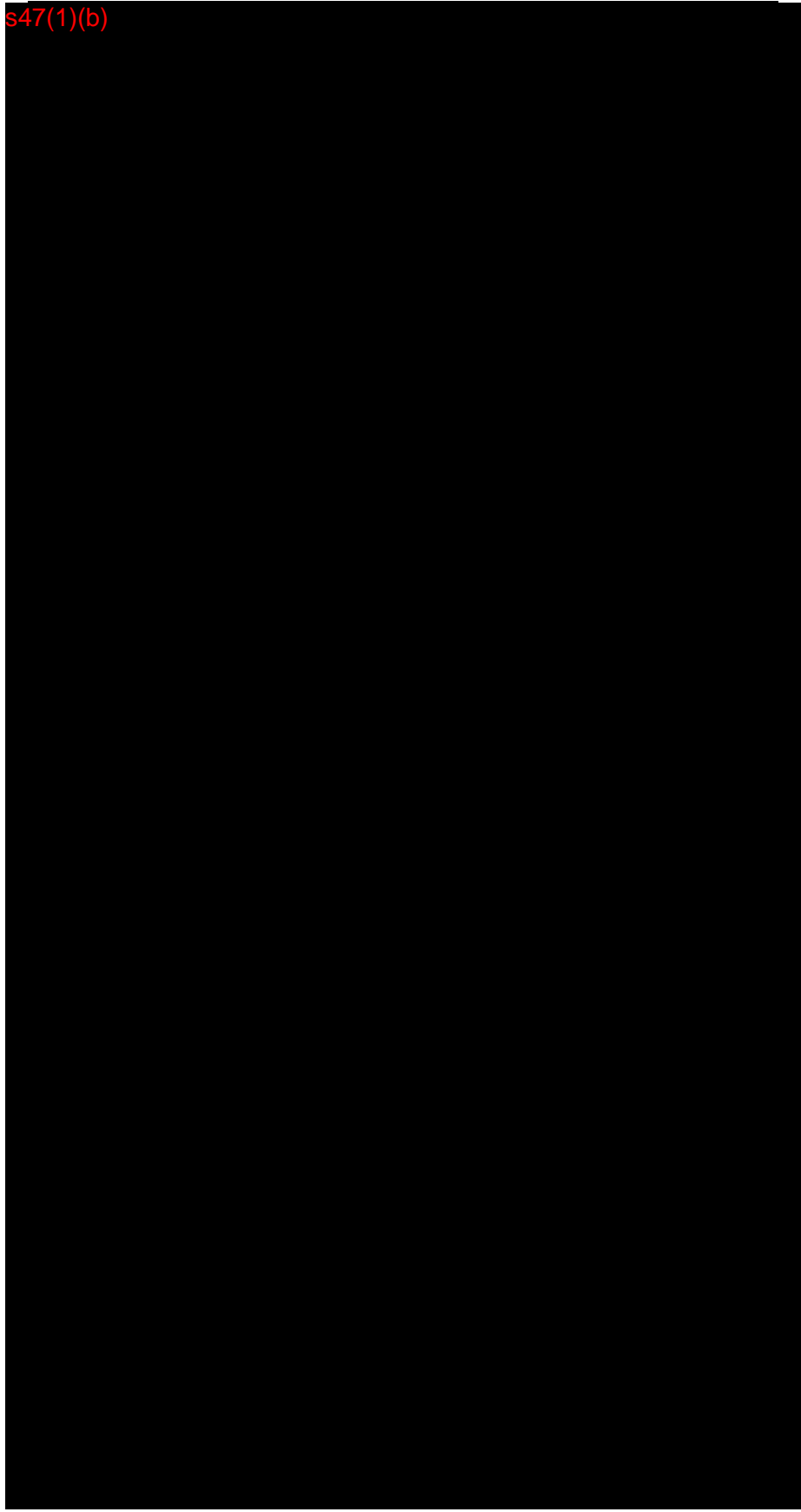
- AgTech (and IoT within ag sector)
- Food Science
- Digital Development (mobile and web applications, websites, firmware)
- VR and 3D Space
- User Experience Architecture
- Technical Innovation and Digital Transformation
- Engineering and IoT
- International Product Export
- Tourism
- Digital Marketing
- Graphic Design and User Interface Design
- Corporate/Business Structure
- Business Finance and Planning
- Higher Education
- Health and Aged Care
- Corporate Legal
- Indigenous Enterprise
- Leadership Training
- Digital Marketing
- Social Media Content/Marketing
- Banking Sector
- Legal Sector
- Bega Regional Innovation Network
- University of Wollongong - Bega Campus and visiting Wollongong experts
- Illawarra TAFE (Bega Campus)
- Private Small Business Sector
- Bega Valley Shire Council
- Bega High School, Eden Marine High School
- Twofold Aboriginal Corporation
- South East Regional Hospital (brand new)
- Greater Southern Area Local Health District
- GHD Engineering
- Bega Cheese (largest single ag business in Australia \$1.2b / year)
- Australian National University
- University of Canberra
- Canberra Innovation Network
- Lighthouse Innovation
- Funhouse (youth arts and media event space)



APPENDIX 1

Costings: Overview

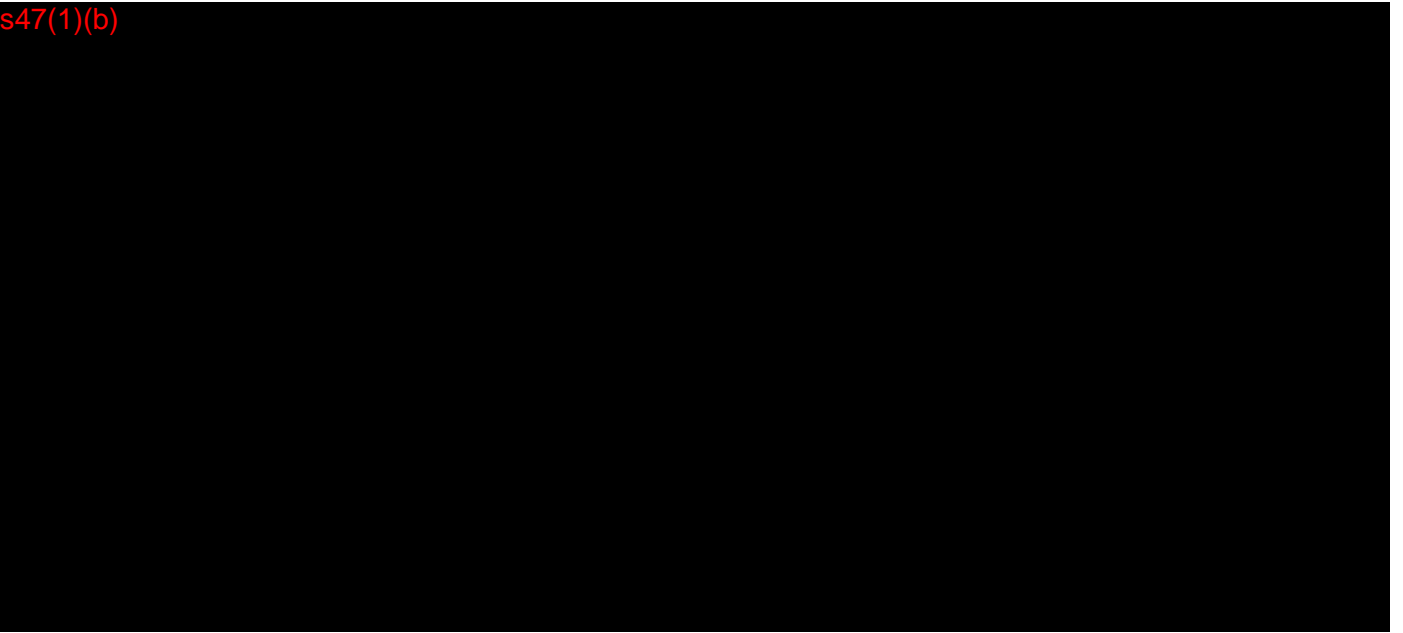
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APPENDIX 2

Fit out

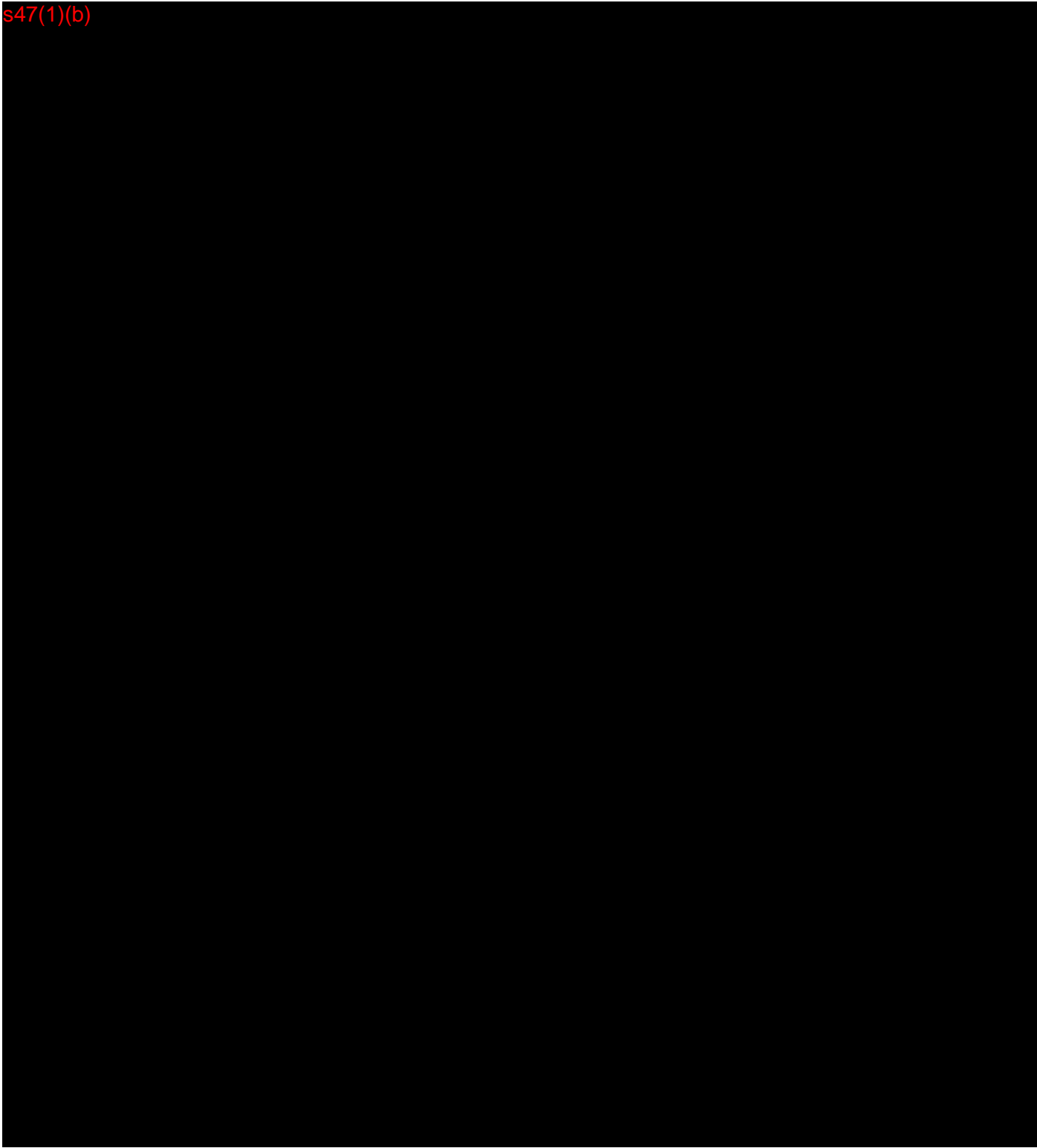
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APPENDIX 3

Workshops & Events

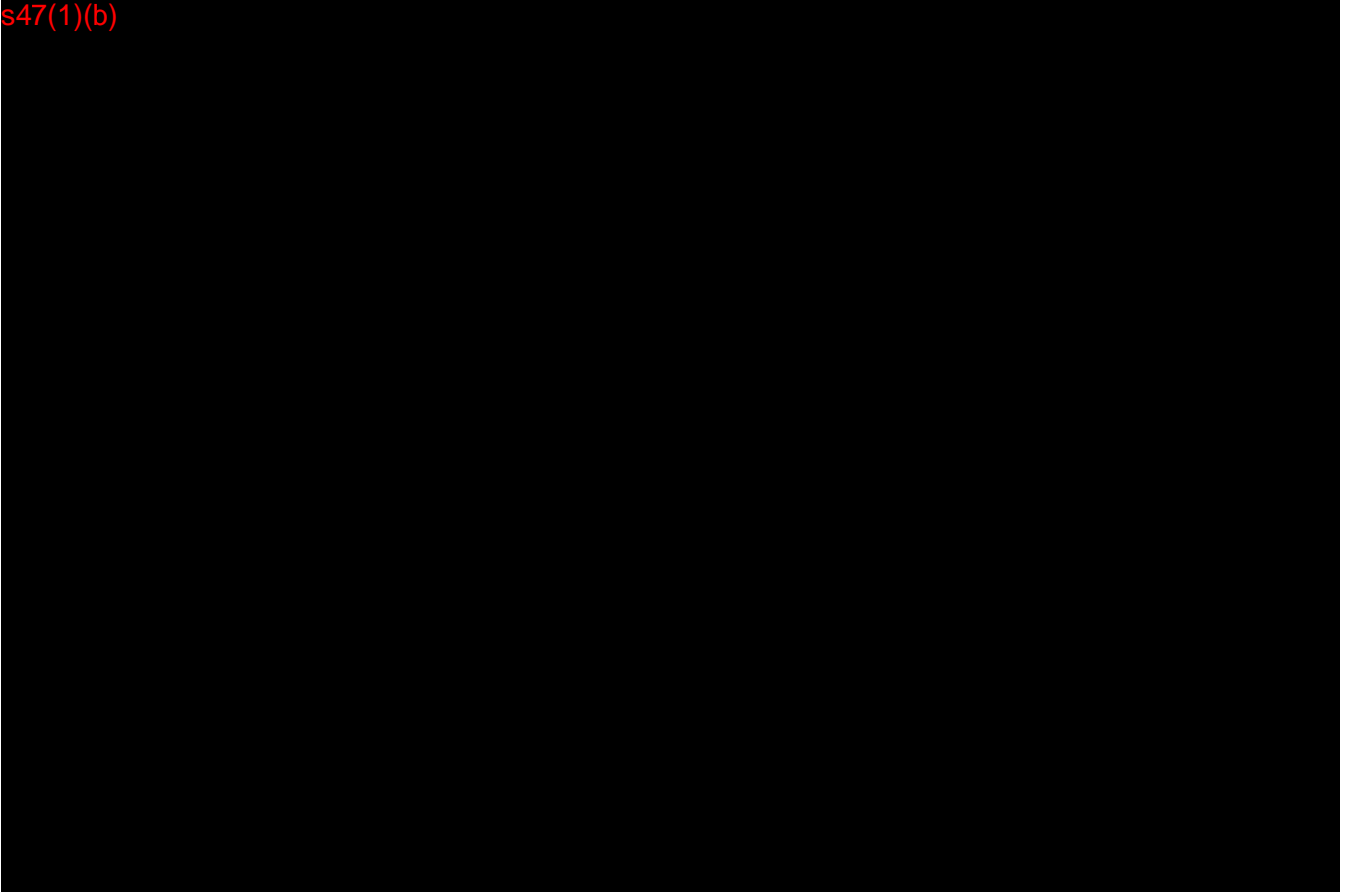
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APPENDIX 4

Travel & Training – Bega component

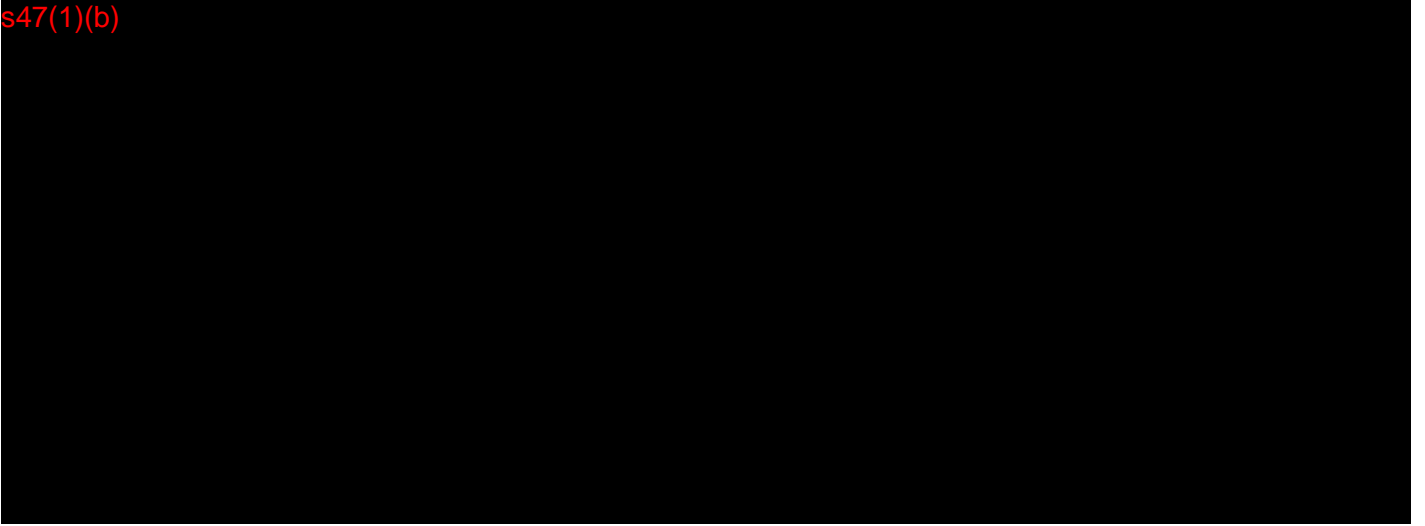
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APPENDIX 5

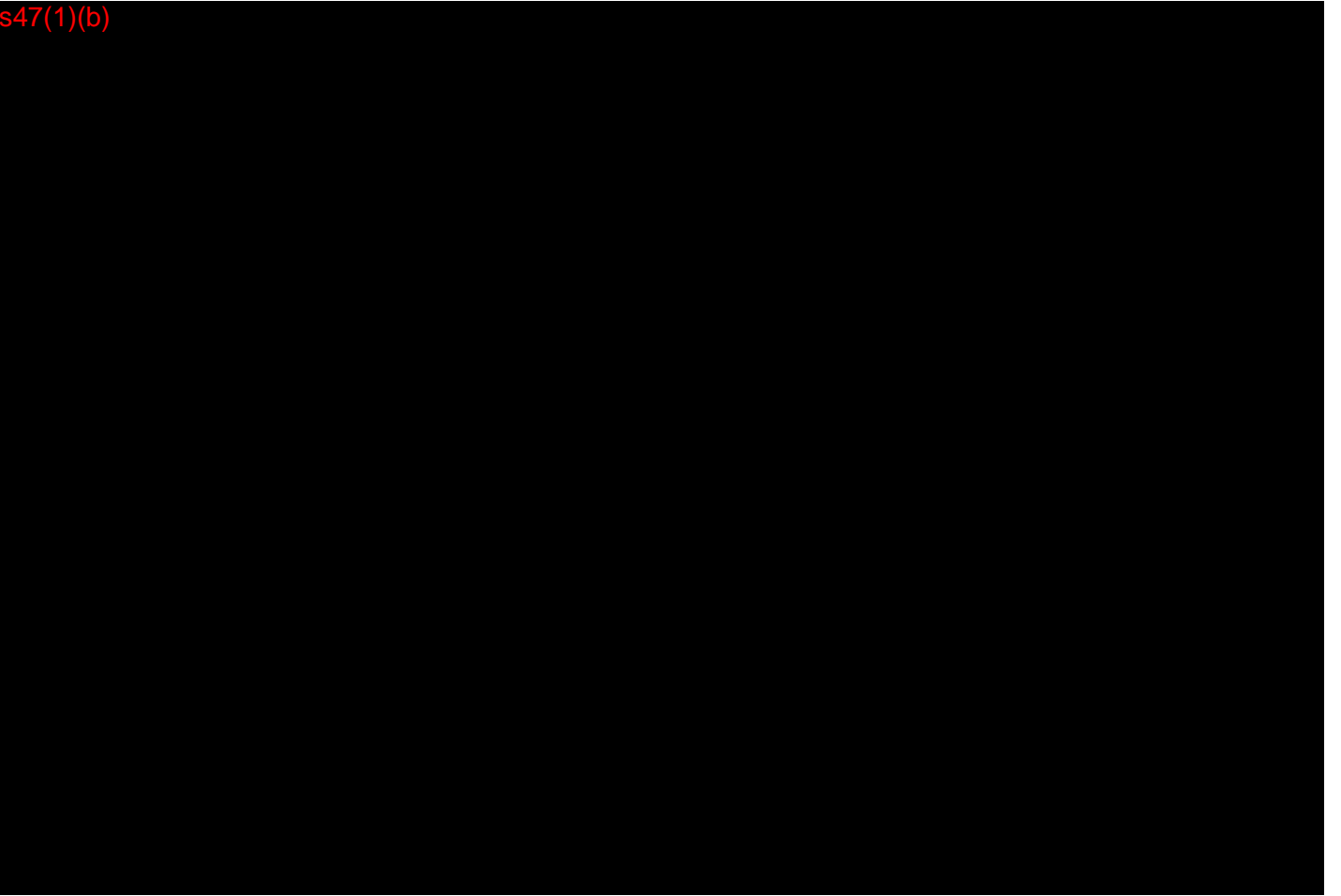
In-kind costing

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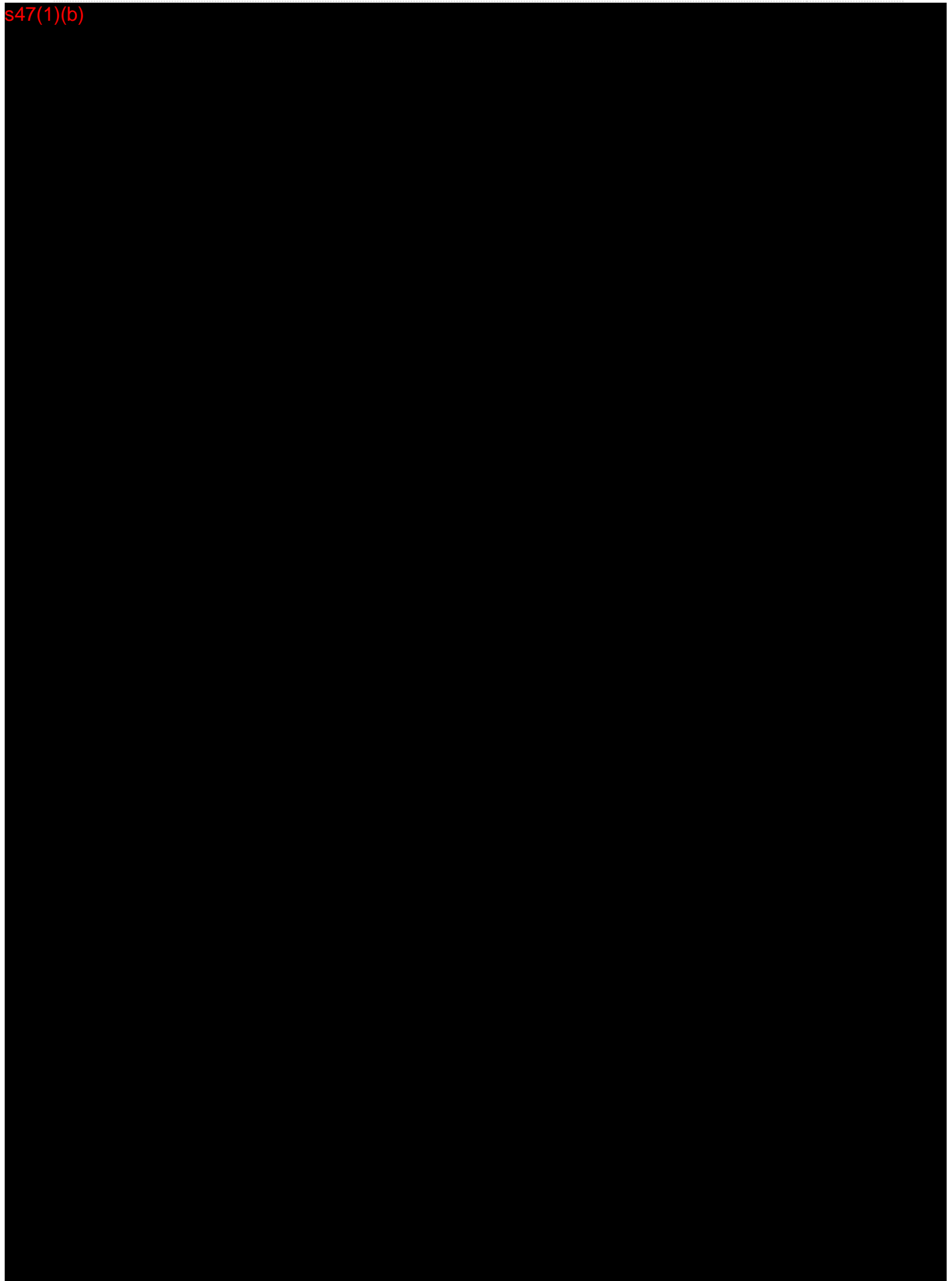
APPENDIX 6

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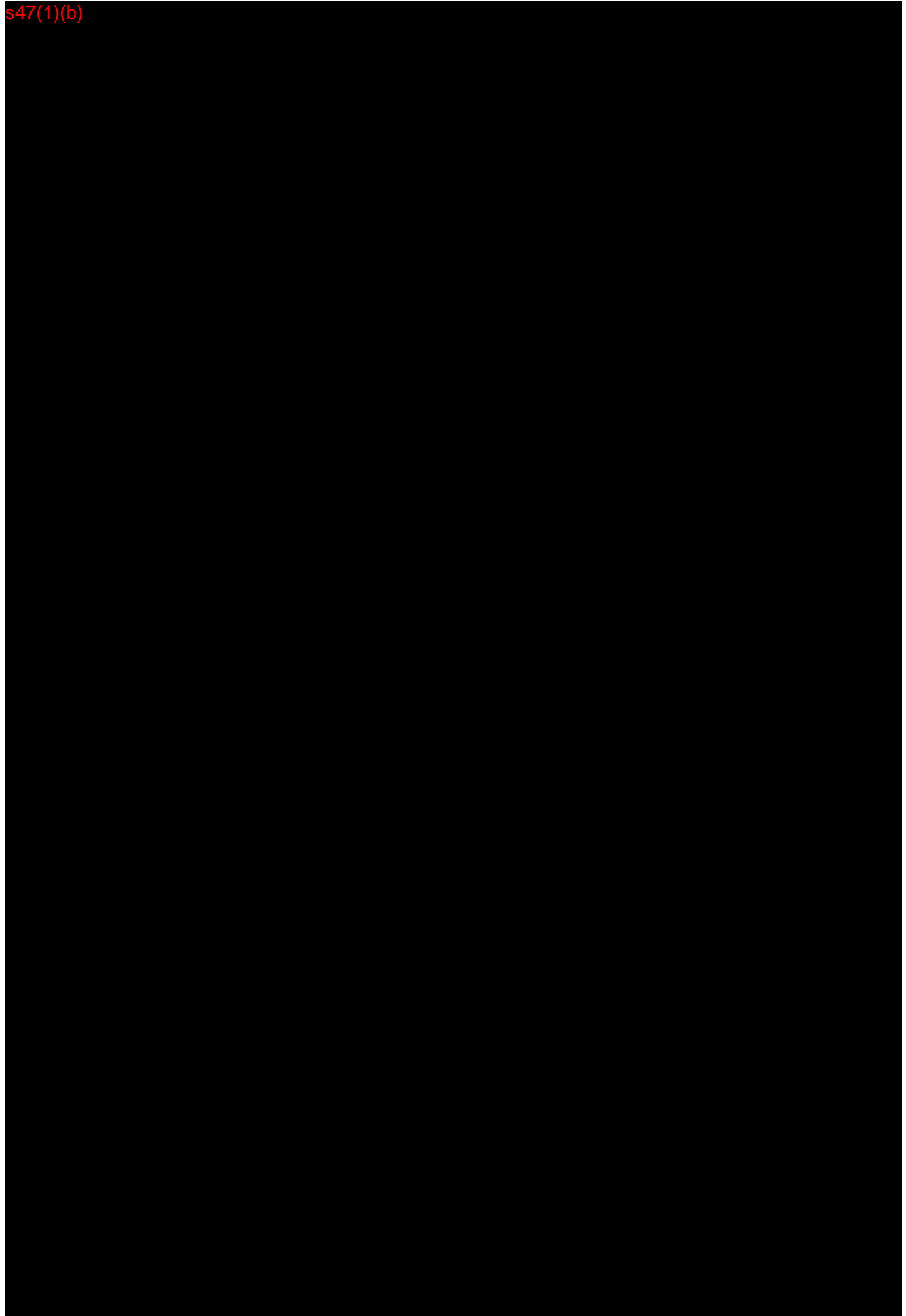


Bega and iAccelerate Implementation Plan

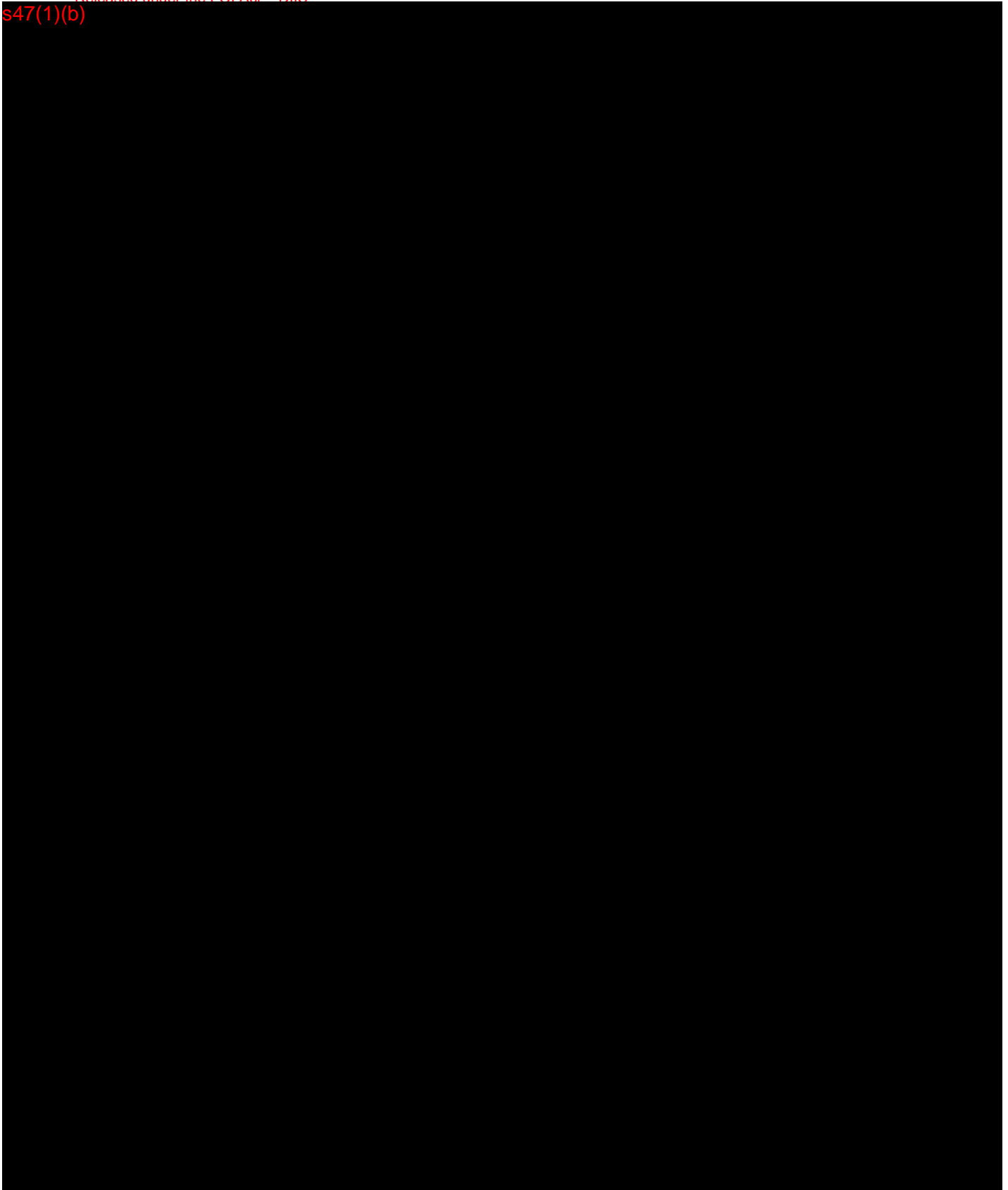
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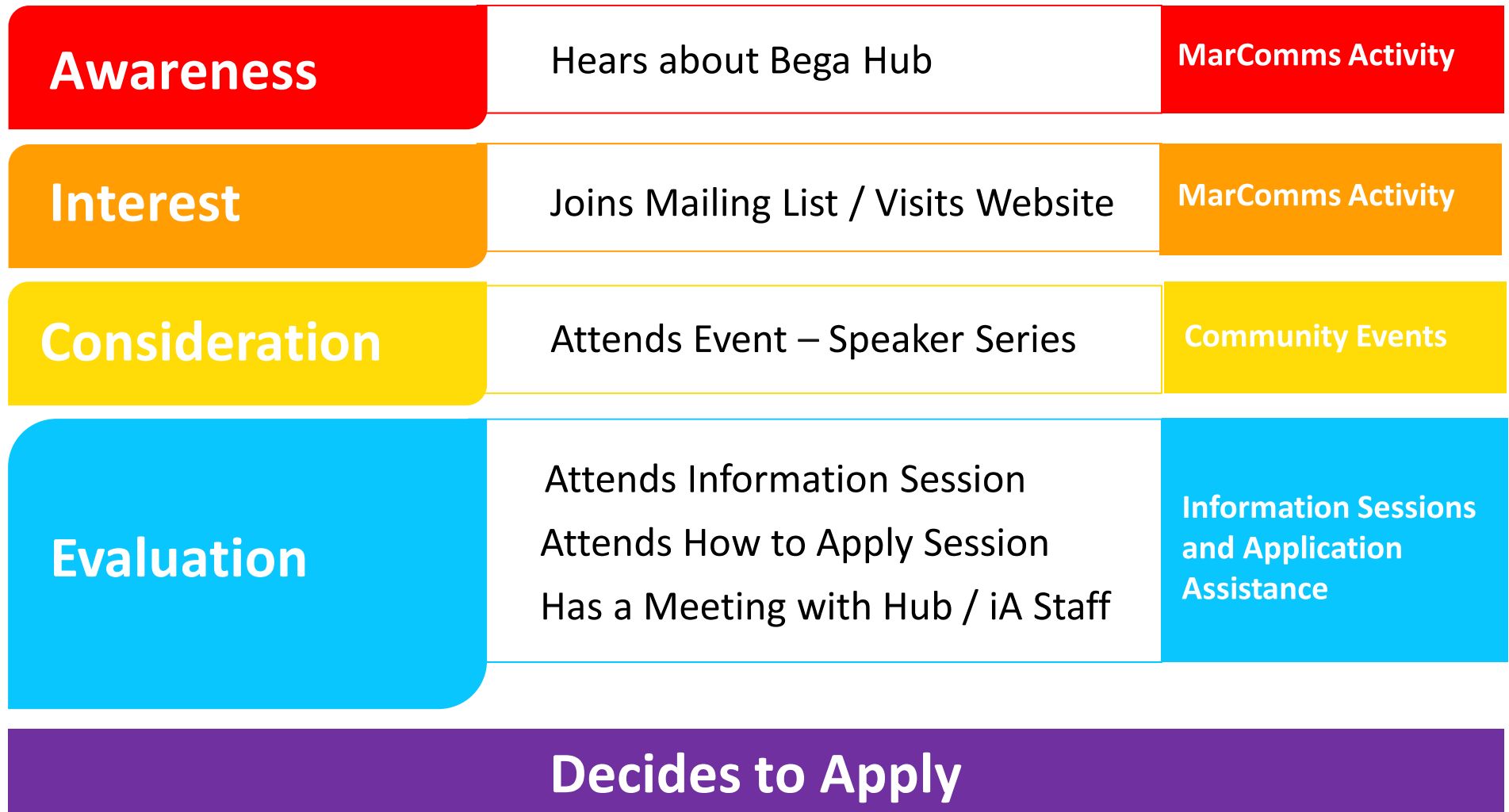
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Acquisition Process



Application Process

Application Form

Fills in online application and submits prior to cutoff.

Assessment

Applications assessed by panel

Notify

Successful applicants are notified and interview set

Interview

Successful applicants are interviewed by panel.
10 Min Pitch / Followed by Q&A

Notify

Successful applicants are notified and offers are sent out

Cohort On Boarded

iAccelerate Application Form

Please indicate which program you are applying to join:

- ☐ **iAccelerate Start** Work from a dedicated desk in a co-working space.
- ☐ **iAccelerate Advanced** Teams of at least 3 can apply for a private office space.

Funding - Are you interested in the iAccelerate Seed Fund?

Further information about the iAccelerate Seed Fund is available via the [website](#).

- ☐ **Yes** I have read the documentation and I'm interested in the iAccelerate Seed Fund
- ☐ **No** At this stage I'm not interested in the iAccelerate Seed Fund
- ☐ **Unsure** I would like to ask further questions about the iAccelerate Seed Fund

About the Company and Team

Additional Company Details (complete as much as is applicable):

Company Web Address (if any):	
Company Name (or proposed name):	
Any "Trading As" names:	
Date Incorporated:	
Company Registration No:	
Address (Physical):	
Address (Postal):	
Links to Company Social Network pages and apps:	
Number of Founders	
Number of Employees (excluding Founders)	
How many people from your company will be working from iAccelerate Centre?	

Company Trading Activity

Is the company already trading (making sales)?	
--	--

Primary Contact Person (This contact must be one of the founders):

Name	
Your role in the startup / company	
Email address	
Address	
Best Contact Number	

Other Founder Details (if any)

Name:	
Role	
Email address	

Address	
Best Contact Number (Pref. Mobile)	

Other Founder Details (if any)

Name	
Role	
Email address	
Address	
Best Contact Number (Pref. Mobile)	

Note: We need details of all founderes in a company. Can we add a fundtion so they can add as many founders as required.

About your Idea

IMPORTANT: Please refer to “Items to cover in the course of your pitch” at the end of this application form which may assist you in completing your application.

One line pitch: (describe your business, what is your product or service)

Who is your Customer: (describe your customer and target market)

Describe your Customer Market: (the size, the opportunities, the potential)

The Problem we are Solving is: (the significant problem that your business addresses / solves)

Our Solution is:

What makes your Business Solution Unique: (describe your value proposition)

This is a big opportunity because:

Who are your competitors and what are their solutions: (describe alternate products / suppliers that your customers could use)

We are better than our Competitors because: (why is your business idea superior to your competitors)

What is the current state of development?

Concept / Discovery, or Development / Validation, or Ready to Launch, or Launched, or Ready to Scale Up, or Already Scaling Up.



Our Team is: (how long has the team worked together, describe specific strengths, skills, experience and gaps)

Our Revenue Model is: (provide details of your revenue streams and strategies)

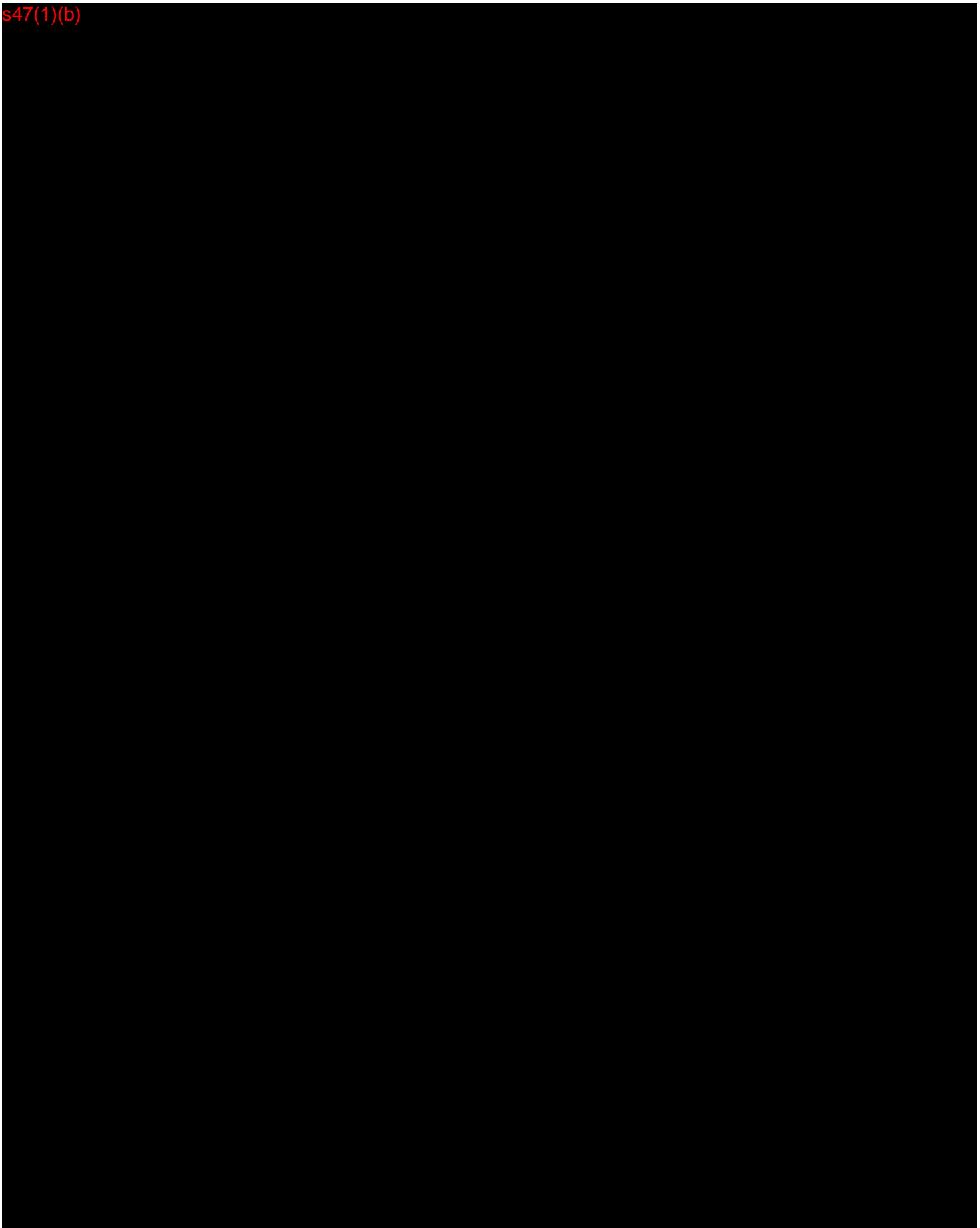
Do you have any patents, proprietary technology? Or other IP? e.g. Trademarks? If yes, please also provide details.

What do you see iAccelerate providing you in terms of support to build your business?

Any other information for us to consider:

iAccelerate Scorecard - Application for _____

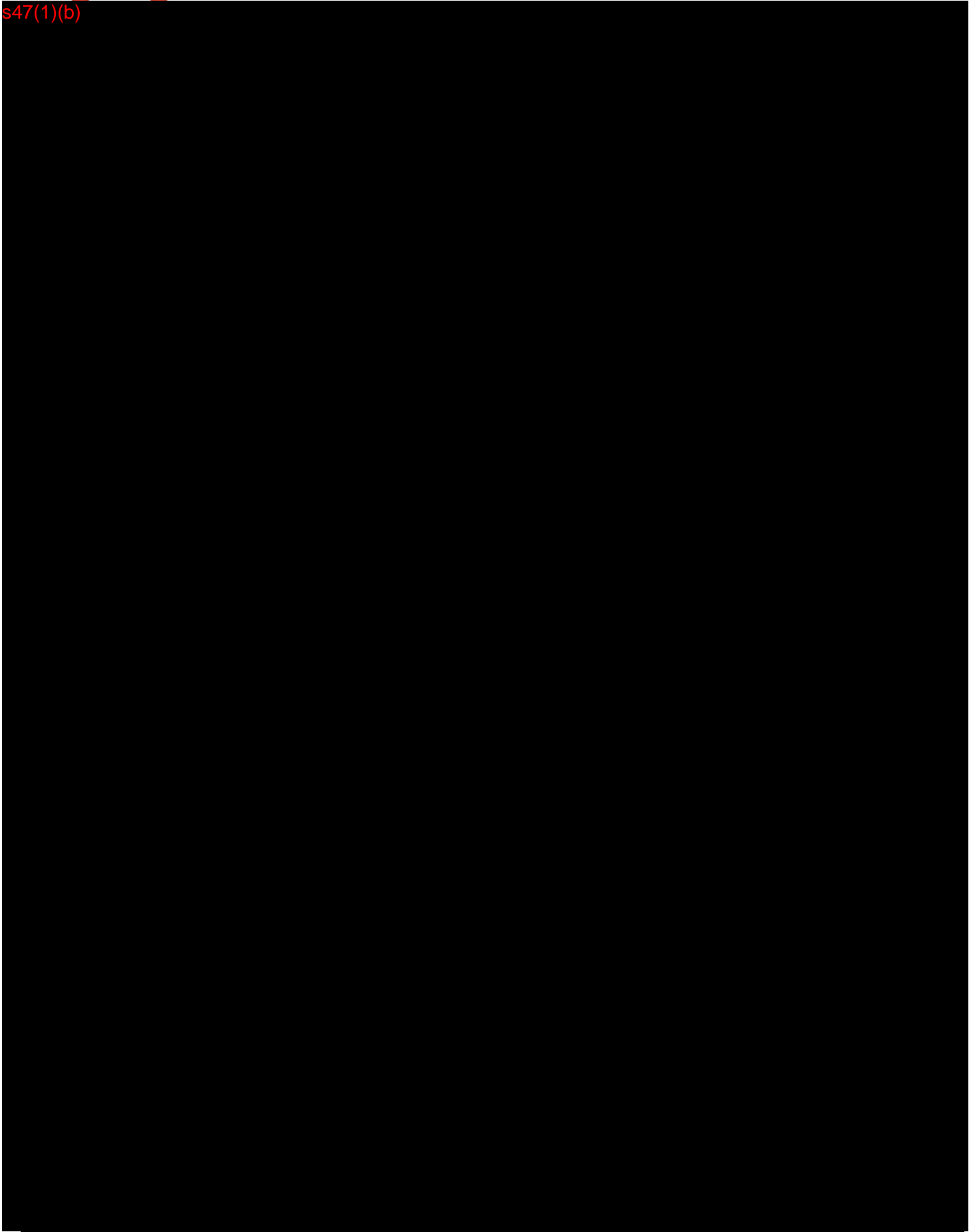
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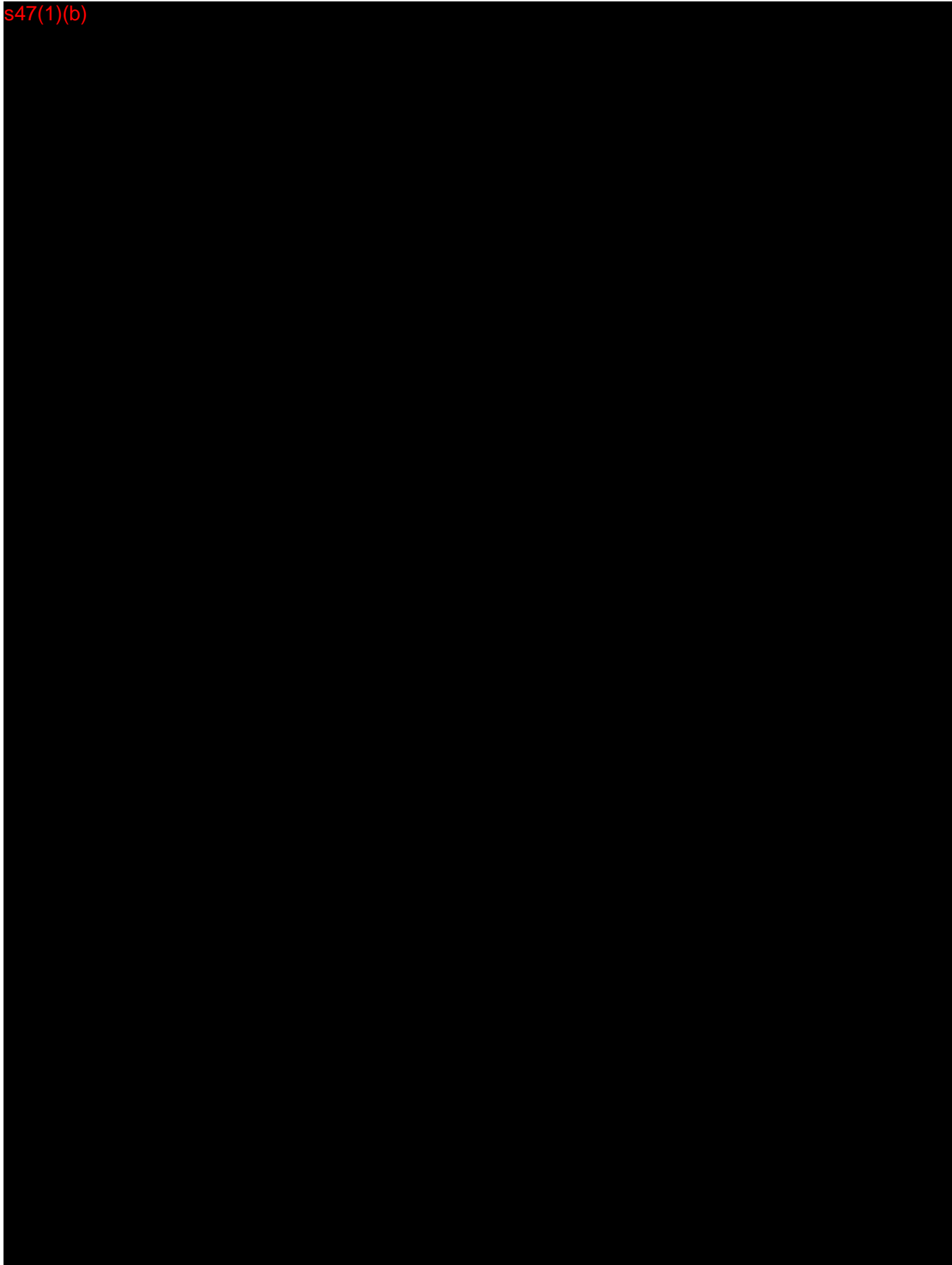
Interview Assessment Sheet

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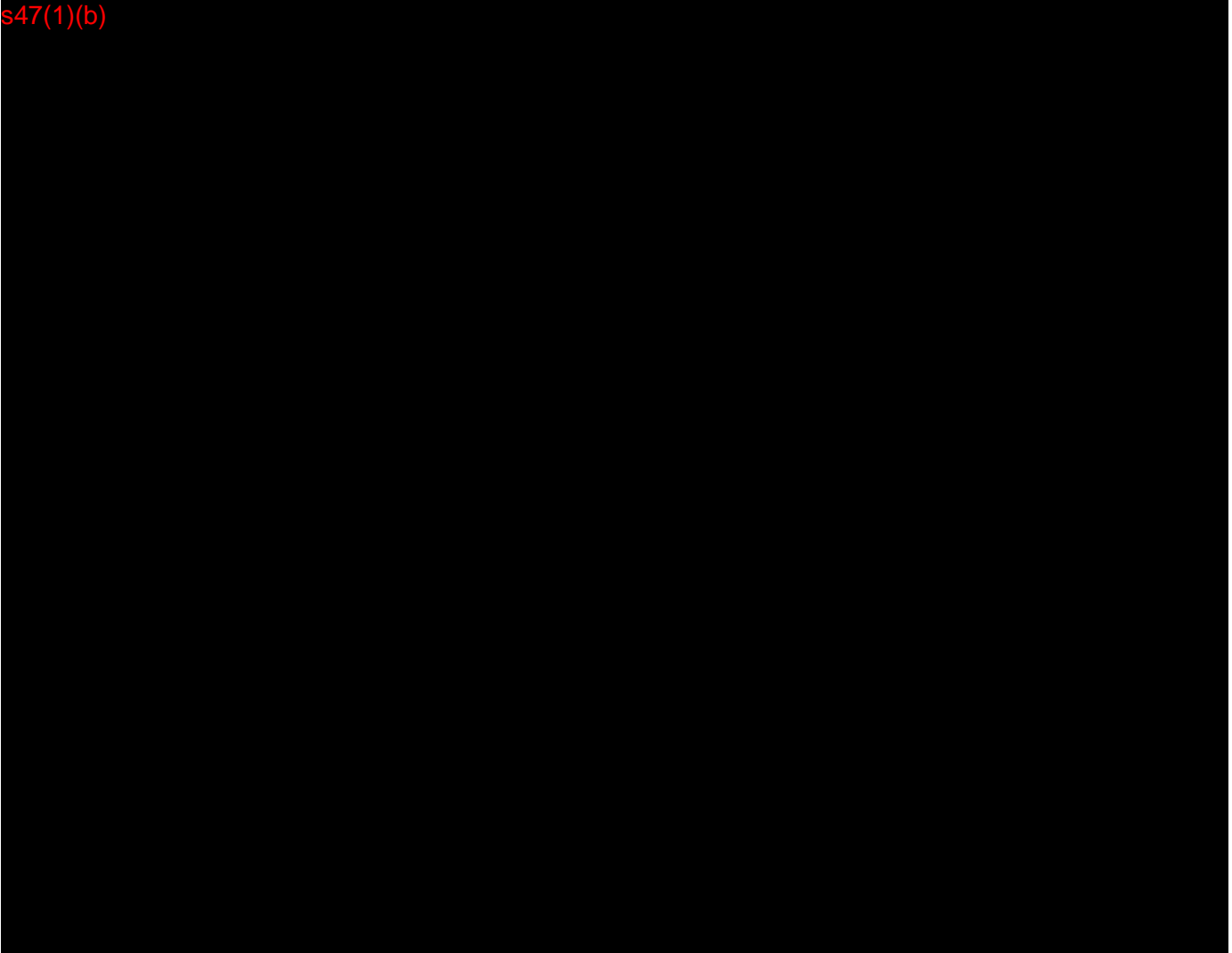
iAccelerate REVIEW MEETING GUIDELINES

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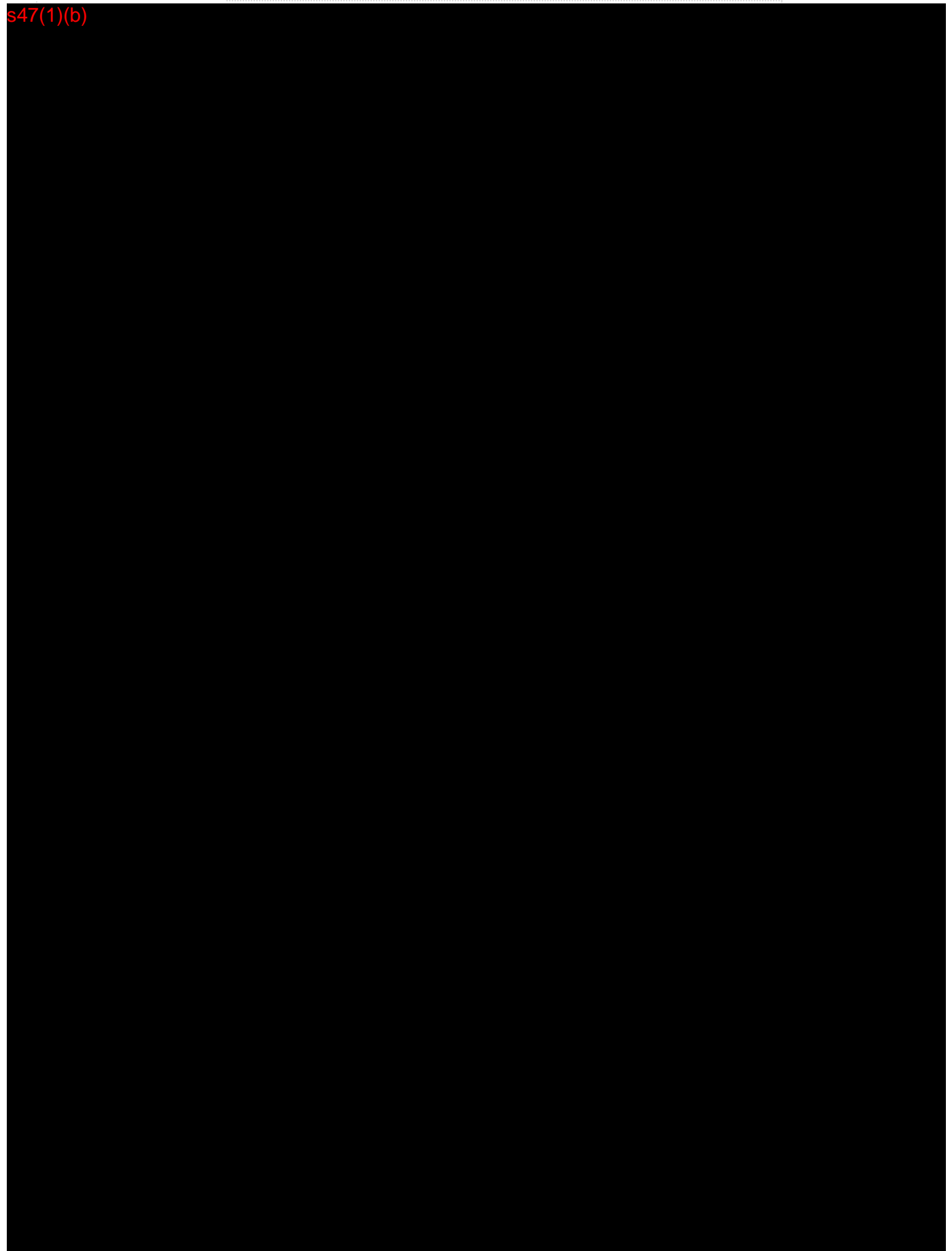
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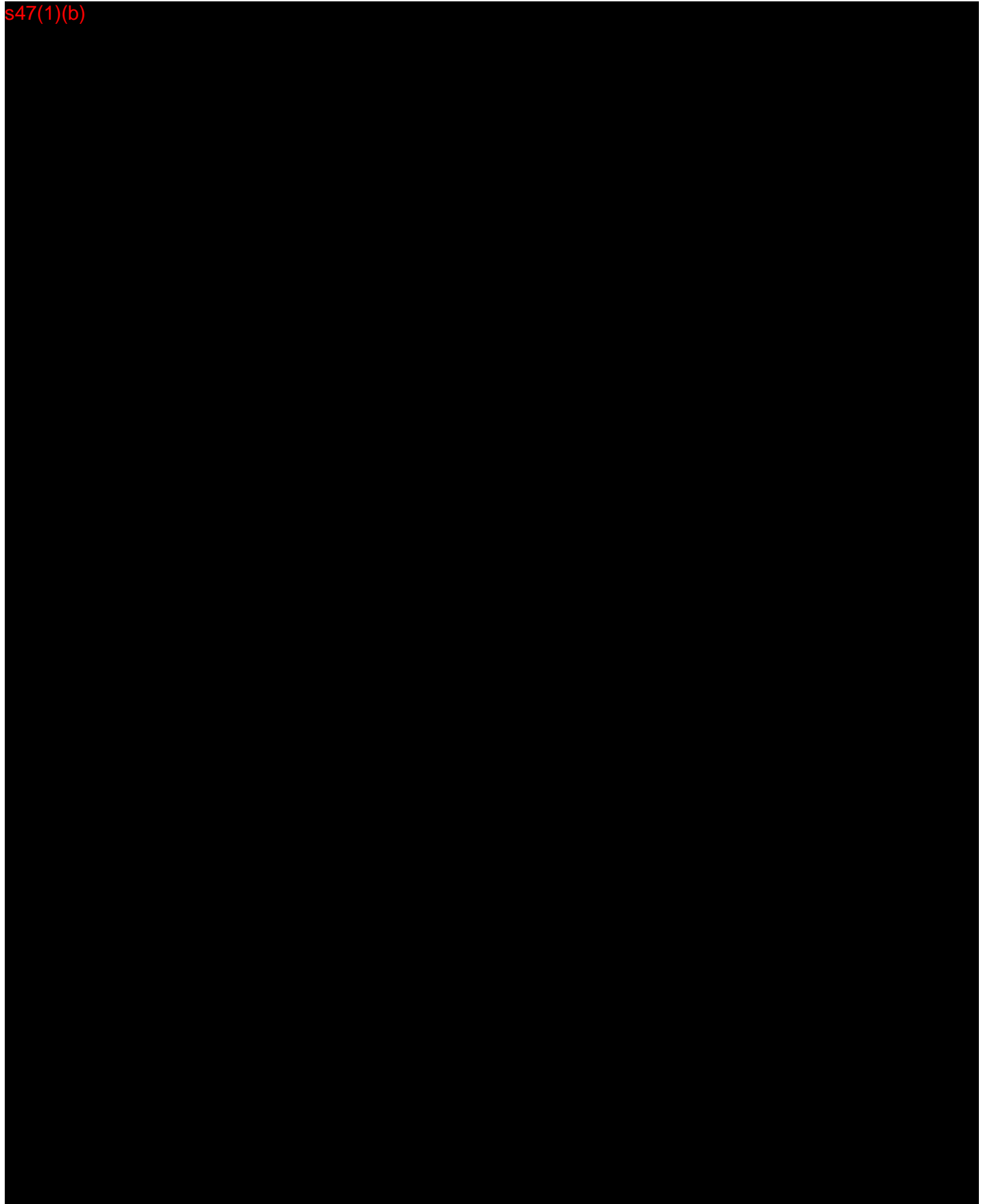


N/A **Complete**

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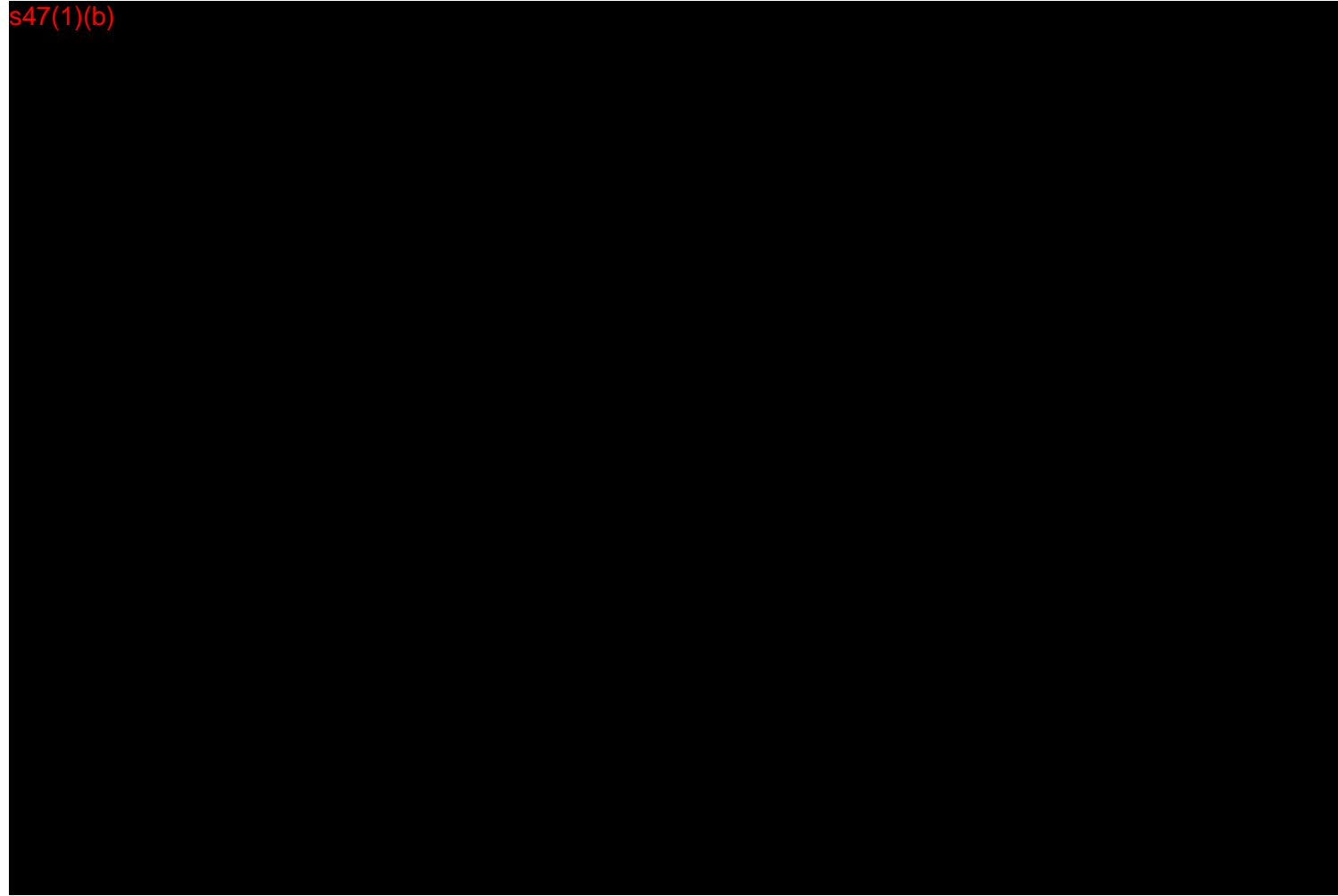
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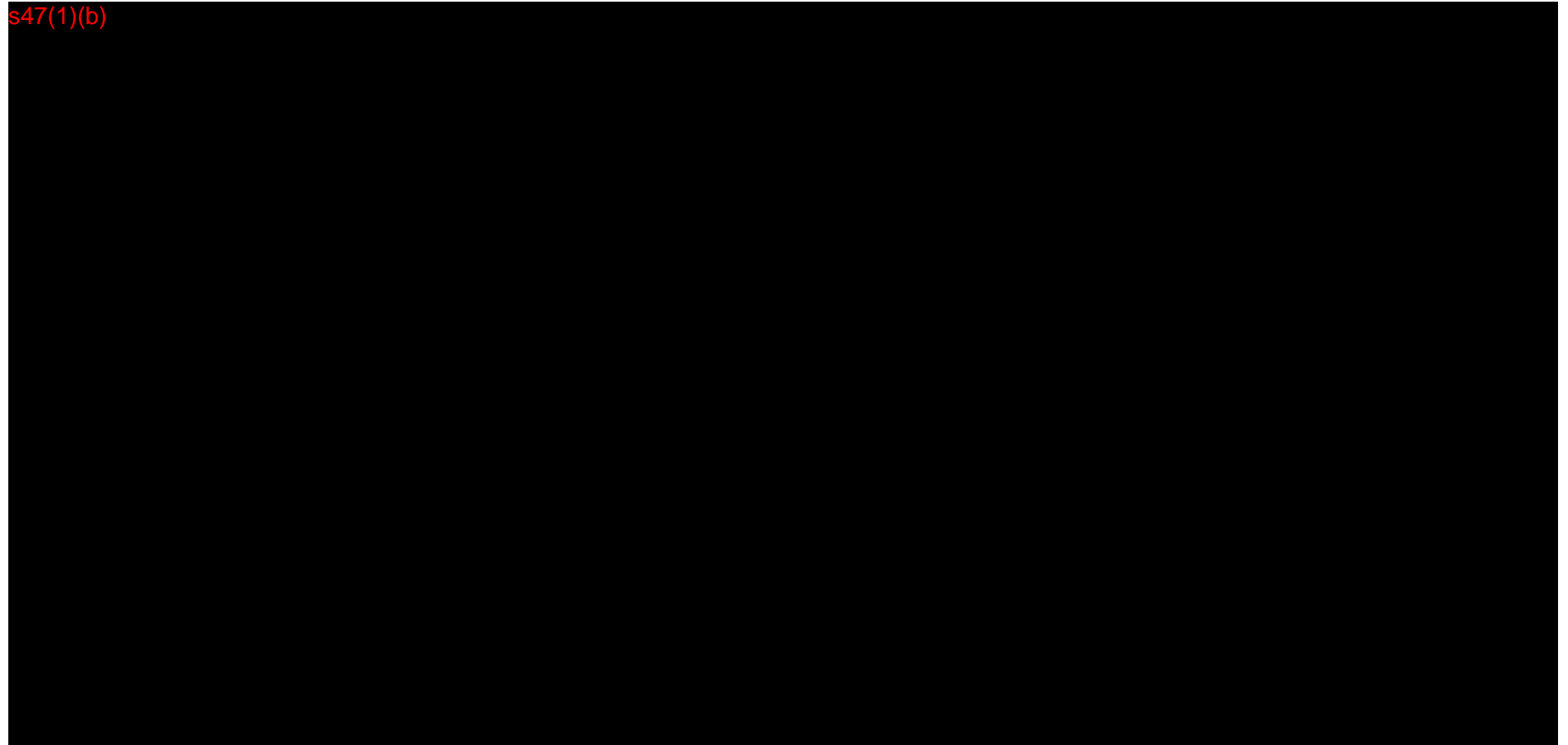
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Agenda

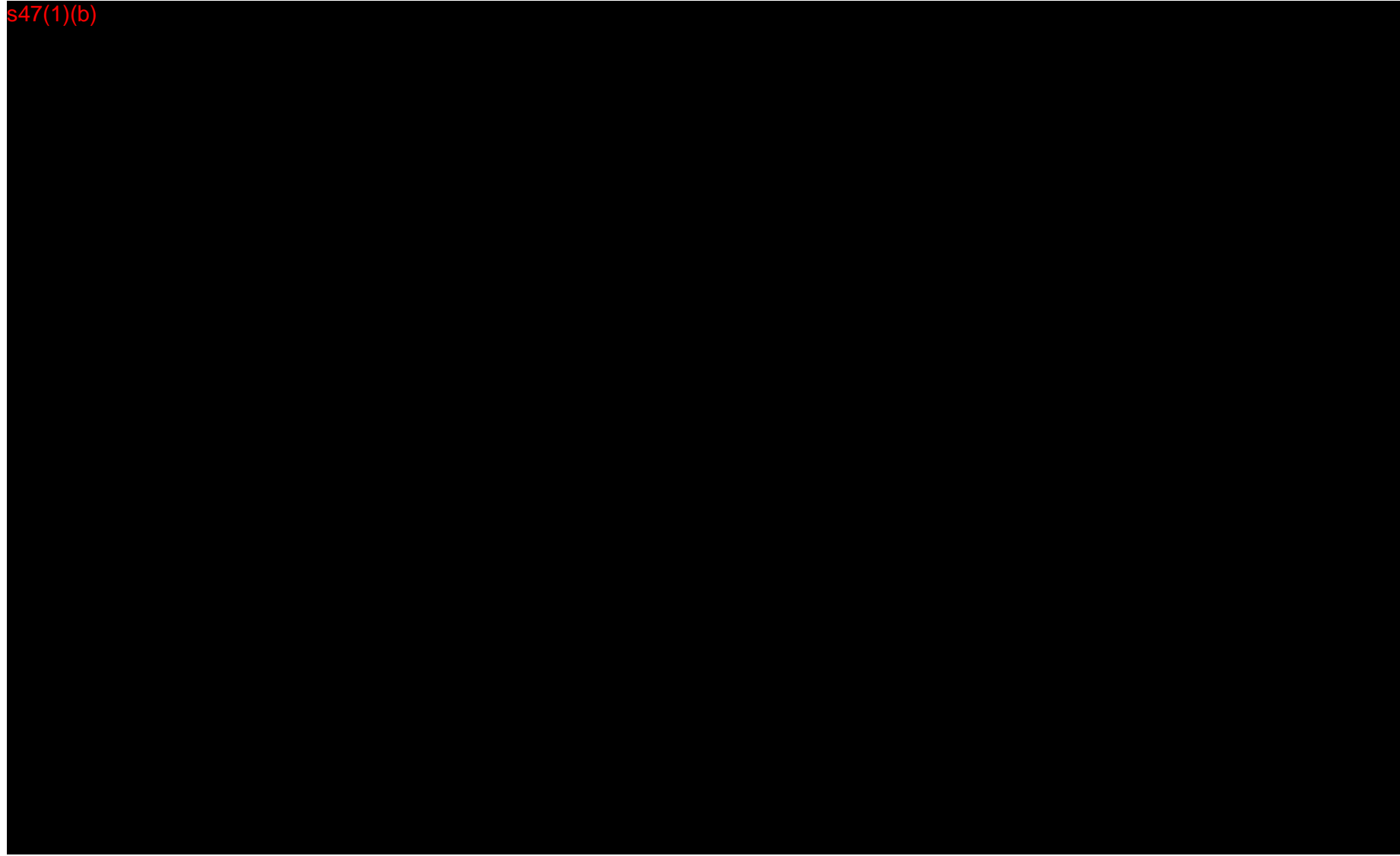
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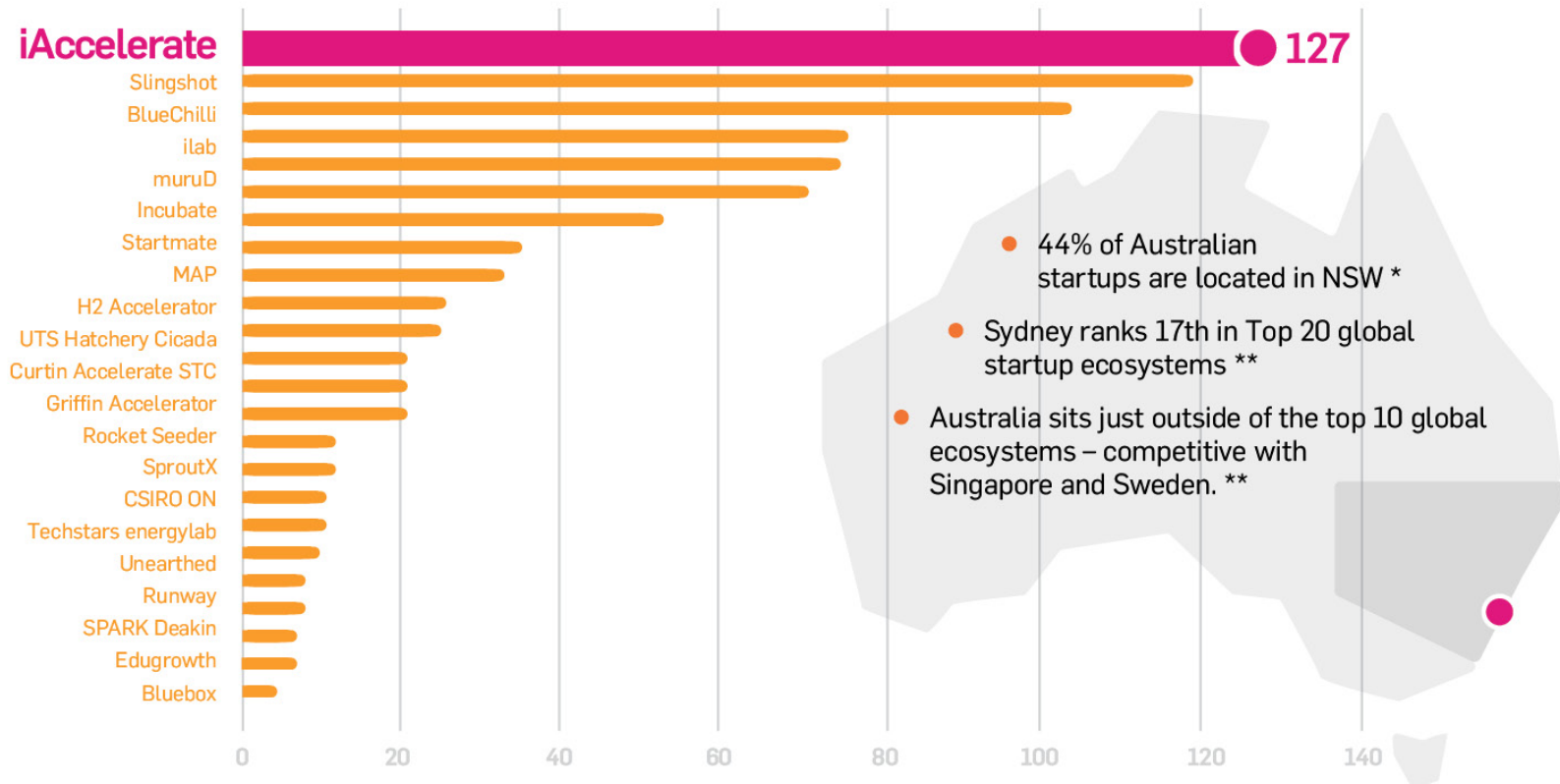


iAccelerate Economic Impact Data 2018



iAccelerate is a national leader

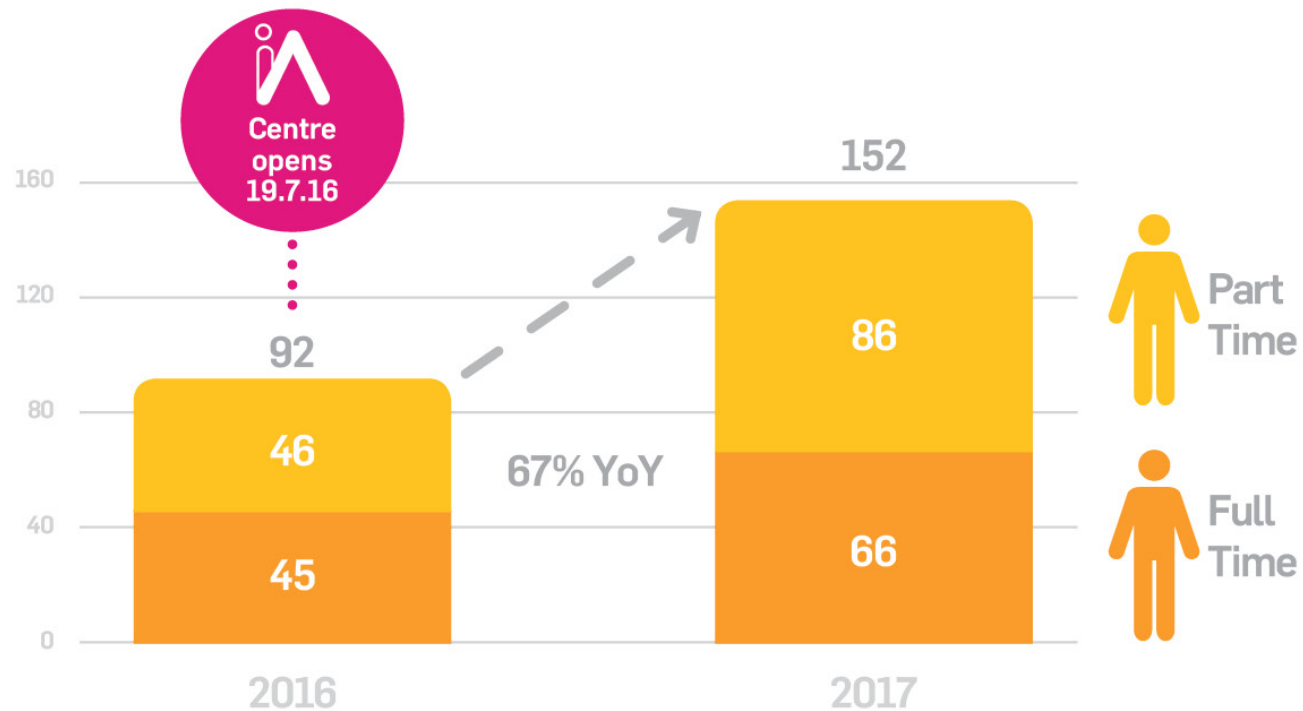
Australia's Most Active Accelerators + Incubators - No. Startups



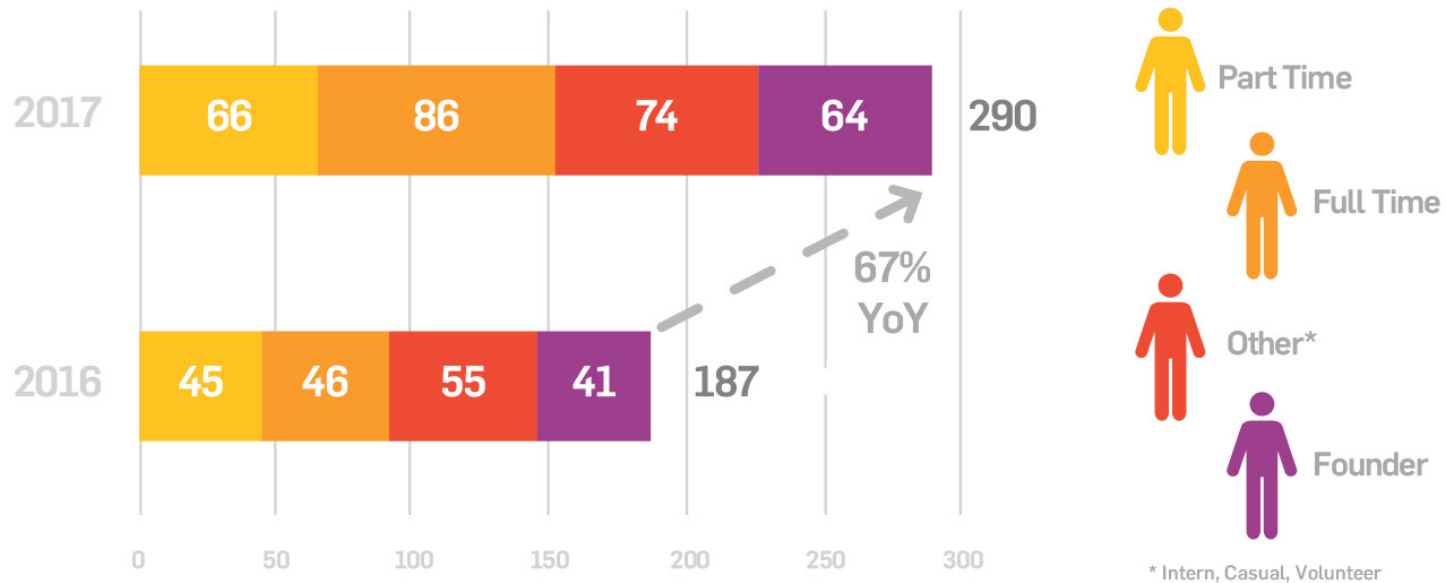
* Startup Muster 2017, Annual Report ** Startup Genome, Global Startup Ecosystem Report 2017

Creating Local Jobs

- iAccelerate delivered 386 new jobs to the Illawarra region since 2012
- This year we delivered 152 new jobs to the community (not including founder jobs and other flow-on opportunities)

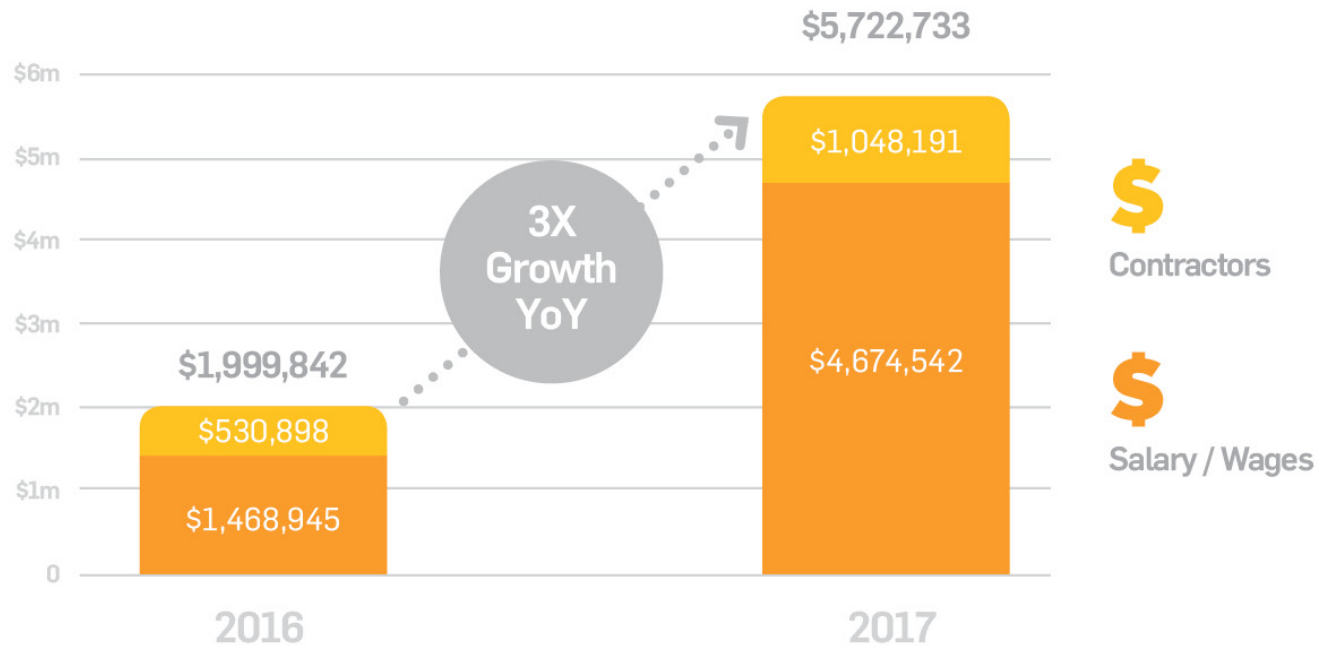


iAccelerate Employment in Detail



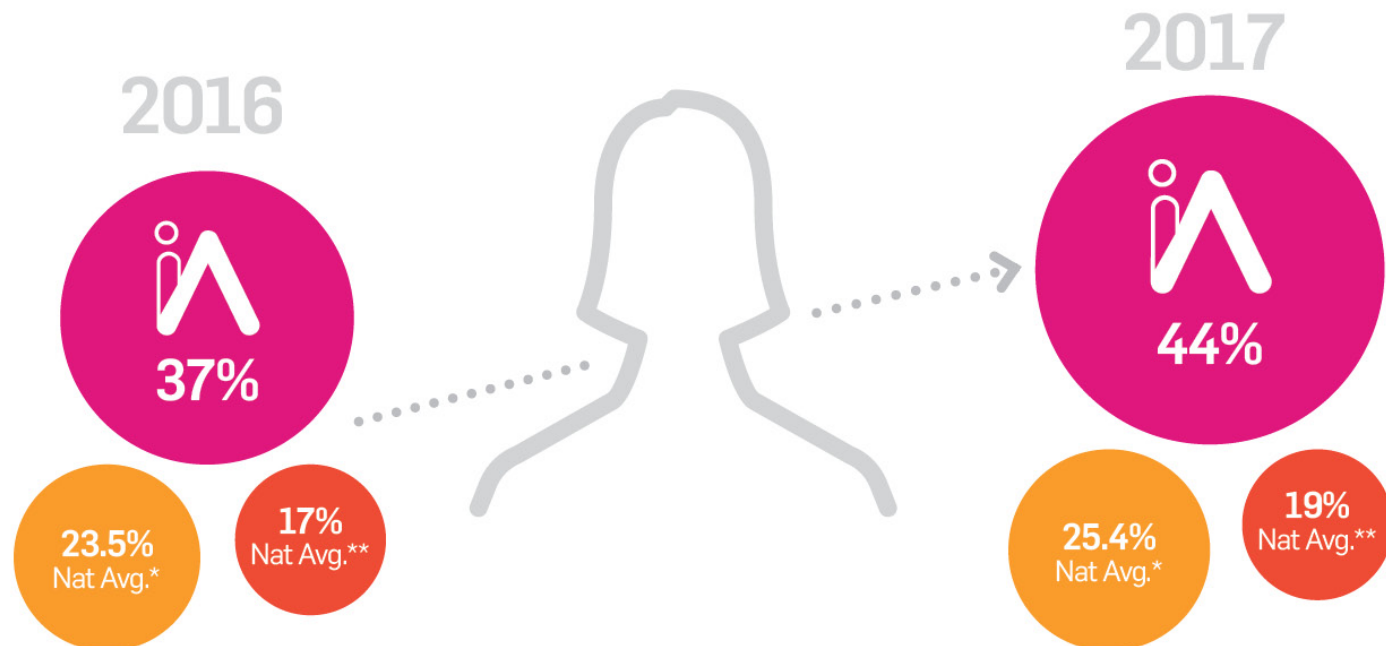
Money into the Local Economy

Approximately 3 x increase YoY in wages & payment to contractors



Female Participation

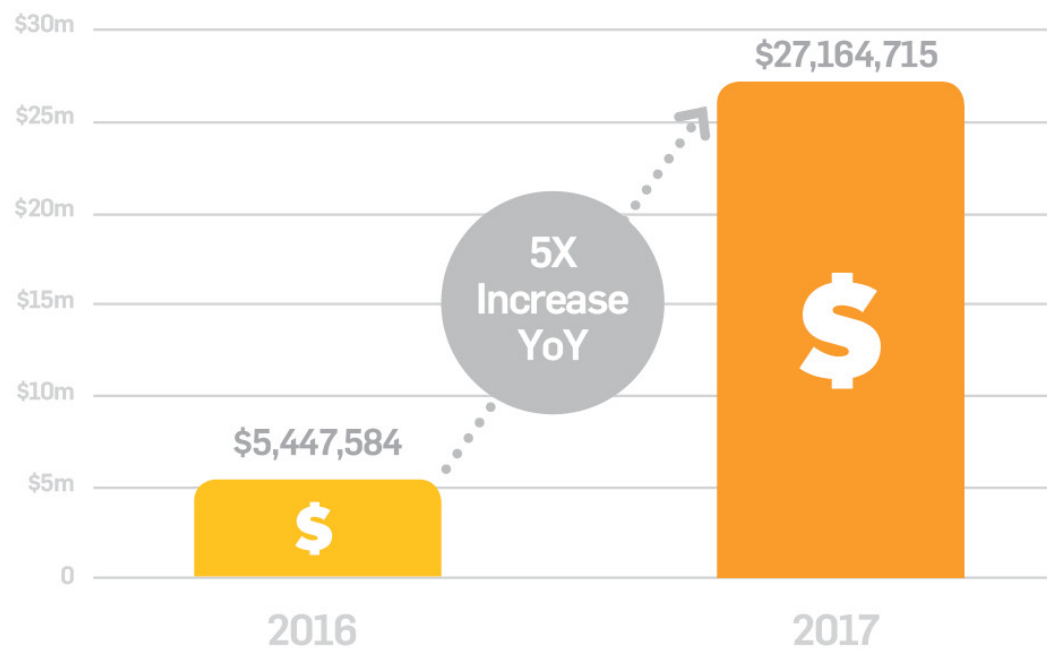
- 44% Female Founders and Co-Founders
- Applied tech entrepreneurs in non-traditional sectors with high impact
- 38.3% of Australian Startups employ no female staff * potential



* Startup Muster 2017, Annual Report ** Crossroads 2017 Report

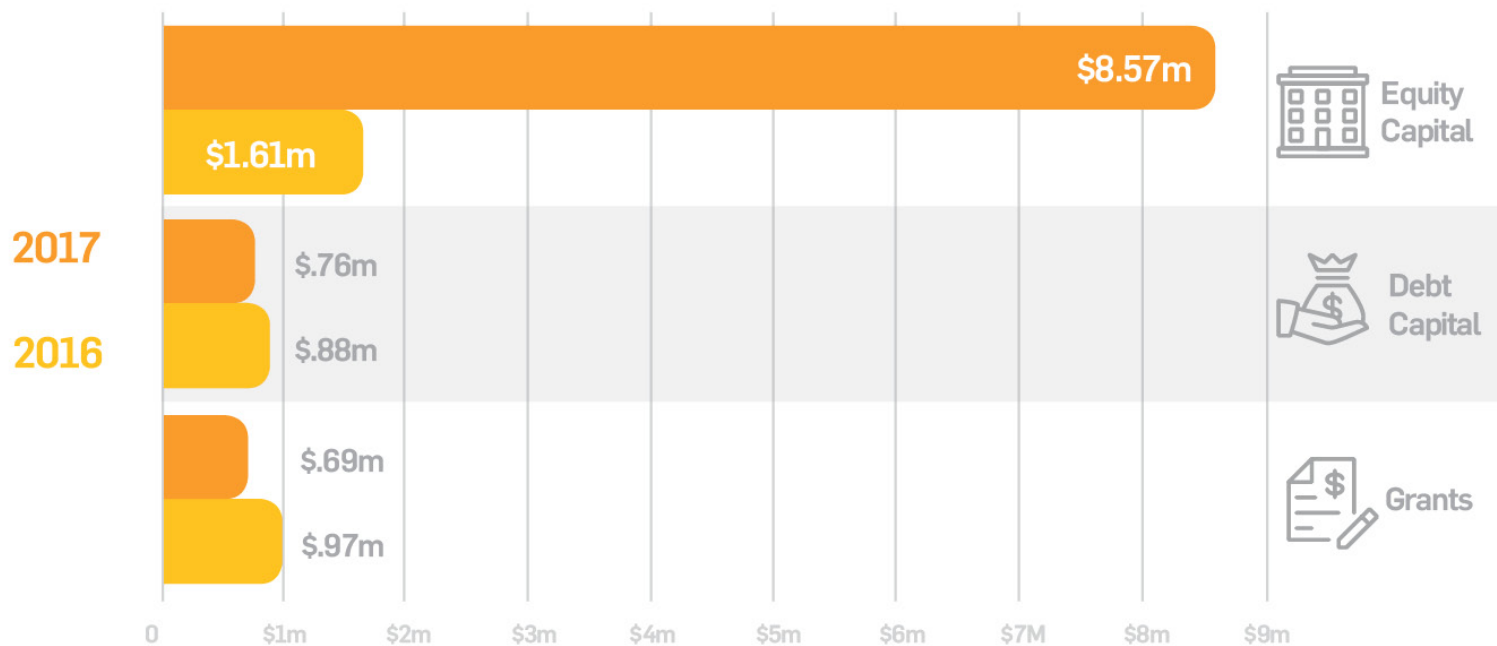
Making Sales

iAccelerate Company Revenue



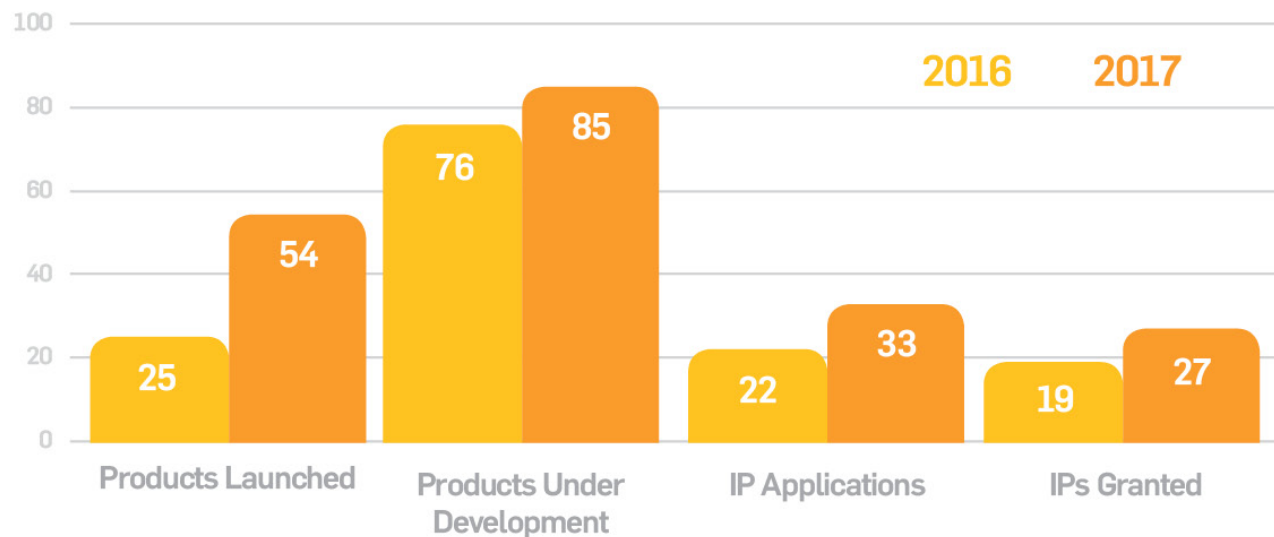
Investment

- 5 x increase in equity capital investment into iA Startups YoY.
- Lower reliance on debt capital and grants.



Products and IP

- iA companies continue to launch & develop new products – 54 in 2017
- 33 applications for IP protection – with an 86% success rate in 2017
- 44% Sydney startups report they are offering a product that is 1st of its kind vs global average of 34% - outlining bold ambitions to create businesses of global significance *



* Startup Genome, Global Startup Ecosystem Report 2017

Our Educate Program Delivers

Top 20 areas of Support Founders in 2017 need in the next 6 months *

- | | |
|-------------------------------|--|
| 1. Media Exposure ✓ | 12. Government Customers ✓ |
| 2. Mentorship ✓ | 13. Connecting / expanding into overseas markets ✓ |
| 3. Seed Investment ✓ | 14. Internships ✓ |
| 4. Social Media Exposure ✓ | 15. Trademark registration ✓ |
| 5. Corporate Customers ✓ | 16. Co-working ✓ |
| 6. A Round Investment ✓ | 17. Other kinds of investment ✓ |
| 7. Assistance with Strategy ✓ | 18. Assistance recruiting staff ✓ |
| 8. Legal Assistance ✓ | 19. Creative Services ✓ |
| 9. Web Development ✓ | 20. Promo other than advertising / media ✓ |
| 10. Awards & Competitions ✓ | |
| 11. Accounting Assistance ✓ | |

* Source: Startup Muster 2017, Annual Report

Incubator Support - New and Existing Incubators application form

Tracking Code:

Receipt

Incubator Support - New and Existing Incubators application form

*Fields marked with * are required*

Your form has been successfully submitted. Please keep a copy of this acknowledgement for your records.



Date and Time: **03 Apr 2018 2:31:20 PM**

Receipt Number: **ISINEI2-237**

To save or print a copy of the completed form and acknowledgement go to the "File" menu and select "Save as" or "Print".

Instructions

Incubator Support - New and Existing Incubators application form

Fields marked with * are required

About the Incubator Support Initiative

The \$23 million Incubator Support initiative supports the Australian Government's commitment to:

- assist Australian start-ups to develop the capabilities required to achieve commercial success in international markets and realise their economic potential faster than they otherwise would
- develop Australia's innovation ecosystem including in regional areas.

The initiative provides grant funding through two components to deliver Incubator Support projects, both of which require a funding contribution from applicants. These are:

- New and Existing Incubators
- Expert in Residence

In addition to these granting components, regional incubator facilitators are available to assist potential applicants, particularly in regional areas, to engage with the initiative.

The initiative will also assist successful applicants to access public data, and will promote start-ups through case studies on the data.gov.au portal.

The objective of the New and Existing Incubators component is to:

- a. help develop new incubators in regional areas and/or sectors with high potential for success in international trade
- b. boost the effectiveness of high performing incubators, including funding support to expand their services and/or develop the innovation ecosystem
- c. encourage incubators to work with more data-driven start-ups that use public data as part of their business.

The initiative's intended outcomes are to:

- support new Australian incubators targeting innovative start-ups to assist them to trade internationally
- expand the scale and operations of existing Australian incubators to increase innovative start-ups' chances of success in international markets
- develop new innovative Australian start-ups with a focus on international markets
- create opportunities for Australian start-ups to develop sustainable businesses through access to open public data.

Completing this form

You must read the Incubator Support [Program Guidelines](#) before filling out this application.

Disclosure of information

The Commonwealth's use and disclosure of your information (provided in this application or otherwise) is set out in the Incubator Support Initiative [Program Guidelines](#). Ensure that you have read this document and understand the information contained therein. For further information regarding the Department of Industry, Innovation and Science's (the department's) obligations in accordance with the Privacy Act, refer to the department's [Privacy Policy](#)

Google Places

The Address search fields in this form use Google Places to help fill in the address details. By using this feature you agree to be bound

Getting help

If you require assistance completing this application form please contact us on 13 28 46 or at business.gov.au. Our website and staff can help you with forms, finding business information and services and allow you to provide feedback, comments or suggestions.

You should also read and understand the [Program Guidelines](#) and sample [grant agreement\(s\)](#) before completing an application. View these documents at business.gov.au.

Requirements

This form functions best when it is completed using the most recent version of your internet browser. This form is not compatible with Internet Explorer 8 or earlier browsers. If you are using an earlier browser version, you may have difficulty in displaying the form correctly or it may not display at all.

Unsubmitted forms

You can save your unsubmitted form by clicking SAVE FOR LATER at the top of this form.

This form has a Tracking Code displayed in the top right corner. Please make a note of this Tracking Code for your records. The Tracking Code is required to reopen your saved form and you will need to provide this code if you require assistance with your form.

Incomplete, unsubmitted forms are retained for a maximum of 30 days before being deleted. Your active form should be saved during this 30 day timeframe otherwise it will be deleted and you will need to start a new form.

Attachments

All attachments marked as required must be attached before your application can be submitted. Files with ".pdf, .rtf, .doc, .docx, .xls, .xlsx" extension types can be uploaded. Total file size of all attachments in the application should not exceed 20MB. Please note that there is a size limit of 2MB per attachment.

Submitting your form

You can apply for Incubator Support at any time over the life of the program.

You will have the opportunity to submit your application as a draft or final version. You may submit one draft application and we will provide feedback and identify where you can strengthen your claims against the merit criteria. You should address this feedback before submitting your final application.

The formal decision process does not commence until we receive your final application.

If you require further guidance, have difficulties completing the form or are unable to use the online form you can contact us on 13 28 46 or at business.gov.au.

Eligibility

Eligibility

This section will help you determine whether you are eligible to apply for the program.

Are you an existing incubator or establishing a new incubator that can foster and facilitate the development of innovative start-ups focused on international trade? *

We define an incubator as a business support organisation that fosters innovative start-ups, focused on international trade, through the provision of services such as seed funding, colocation, mentoring, professional services and access to networks. It can include accelerators and germinators.

☒ Yes

☐ No

Does your organisation have an Australian Business Number (ABN)? *

For trustees applying on behalf of a trust, this refers to the ABN of the trust.

☒ Yes

☐ No

Is your organisation an entity, incorporated in Australia? *

☐ Yes

☒ No

Is your organisation an incorporated trustee applying on behalf of a trust? *

You must be able to provide a copy of the trust documents showing the relationship of the incorporated trustee to the trust.

☐ Yes

☒ No

Is your organisation a publicly funded research organisation? *

This includes all higher education providers listed at Table A and Table B of the Higher Education Support Act 2003 (Cth).

☒ Yes

☐ No

Are you able to provide evidence from your board (or chief executive officer or equivalent if there is no board) that the project is supported, and that you can complete the project and meet the costs of the project not covered by grant funding? *

You will be required to provide a letter from your board or equivalent with your application.

☒ Yes

☐ No

Will your total eligible project value be

- at least \$52,000 where located in a major city? or
- at least \$40,000 where located in a regional area? *

☒ Yes

☐ No

Contact details

Primary contact

Person authorised to act on behalf of the applicant.

Title

Given name *

Family name *

Position title *

You must provide either a phone or mobile number. *

Phone

Mobile

Email *

Provide the postal address of the primary contact.

Is your business located in Australia? *

☒ Yes

☐ No

Google Places - start entering your address to search Google Places and if found will autofill the fields below. If not found, please enter the address details directly in the fields below.

Address line 1 *

Address line 2

Address line 3

Suburb *

State *

Country *

Postcode *

Is the applicant the primary contact's employer? *

☒ Yes

☐ No

Feedback

How did the applicant hear about the Program? *

Select as many that apply

☐ Advertisement

☐ Attend Public Forum

☐ Call Centre

☒ Direct Mail / Email

☒ Industry Group

☐ Internet

☐ Newspaper / Magazine

☐ Word of mouth

☐ Social Media

☐ Other

Applicant information

General information

Are you an existing or new incubator?

☒ New

☐ Existing

Joint application

Joint applications are acceptable, provided you have a lead applicant who is the main driver of the project and is eligible to apply.

Is this a joint application? *

☐ Yes

☒ No

The lead applicant must complete this form. If you are unsure of whether your application should be a joint application contact us on 13 28 46 or at business.gov.au.

Type of applicant

In this section you must indicate what type of entity you operate under.

All entities must have an ABN.

Select which type of entity your organisation is: *

☐ a company incorporated in Australia

☐ incorporated trustee on behalf of a trust

☒ publically funded research organisation (PFRO)

☐ incorporated not for profit organisation

☐ a local government agency or body

Applicant details

Enter your ABN and click the Validate button to retrieve your registration details.

Australian Business Number (ABN) *

61 060 567 686

Australian Company Number (ACN)

The entity name refers to the name that appears on all official documents or legal papers. The entity name may be different from the business name.

Entity name

THE UNIVERSITY OF WOLLONGONG

Your business may have registered one or more business names. If you operate under a business or trading name you can enter alternate

name(s) here. If your business or trading name is not listed here select 'Other'.

Business/trading name

UNIVERSITY OF WOLLONGONG

☒ GST registered

ANZSIC details

What is the applicant's main revenue earning activity under the Australian and New Zealand Standard Industrial Classification (ANZSIC)?

The ANZSIC codes and titles are available from the [Australian Bureau of Statistics \(ABS\) website](#). Phone 13 28 46 if you require assistance.

ANZSIC division *

P Education and Training

ANZSIC class *

8102 Higher Education

Address details

Provide your Organisation Street Address

Is your business located in Australia? *

☒ Yes

☐ No

Google Places - start entering your address to search Google Places and if found will autofill the fields below. If not found, please enter the address details directly in the fields below.

Address line 1 *

176 Auckland St

Address line 2

Address line 3

Suburb *

Bega

State *

NSW

Country *

Australia

Postcode *

2550

Is your postal address the same as your organisation street address? *

☒ Yes

☐ No

Website address

Provide your organisations website address

Project site address

Will the project's activities occur solely at the above listed head office address? *

☒ Yes

☐ No

You will need to enter your head office address into the [regional locator tool](#) to confirm the regional status. You will be required use this information for the next question.

For the purposes of the Incubator Support Initiative the following classifications are considered regional:

- Inner regional
- Outer regional
- Remote
- Very remote.

Regional status

Where at least 80% of your project activities are located in a regional area, your project is considered to be a regional project and you are eligible to apply for a higher grant percentage.

Is your project located in a regional area? *

☒ Yes

☐ No

If successful you will be required to provide evidence of the regional nature of your project activities in your progress reports.

Latest financial year figures

We collect the following data from all applicants across all grant programs. We use this data to better understand your business and to help us develop better policies and programs.

Has your organisation existed for a complete financial year? *

☒ Yes

☐ No

Select the latest complete financial year. *

All amounts in the table below must show a whole dollar value e.g. \$1 million should be presented as \$1,000,000. The turnover value must be that of the incorporated entity that is making the grant application (the 'applicant'), regardless of whether the entity belongs to a consolidated group for tax purposes.

These fields are mandatory and entering \$0 is acceptable if applicable for your organisation. If they clearly do not apply to your organisation you may select not applicable.

FY 2016/17

Sales revenue (turnover) * ☐ Not applicable

Total revenue from the sale of goods and services, as reported in the applicant's Business Activity Statement (BAS).

Export revenue * ☐ Not applicable

Total revenue from export sales, as reported in the applicant's Business Activity Statement (BAS).

R&D expenditure * ☐ Not applicable

Expenditure on research and development, i.e. creative work undertaken on a systematic basis in order to increase the stock of knowledge, including knowledge of man, culture and society, and the use of this stock of knowledge to devise new applications.

Taxable income * ☐ Not applicable

Taxable income or loss as reported in your organisation's income company tax return form.

Employees, including working proprietors and salaried directors (headcount) * ☐ Not applicable

Number of individuals who are entitled to paid leave (sick and holiday), or generate income from managing the organisation.

Independent contractors (headcount) * ☐ Not applicable

Number of individuals engaged by the organisation under a commercial contract (rather than an employment contract) to provide employee-like services on site.

Ultimate holding company

Does the applicant have an Ultimate Holding Company? *

☐ Yes

☒ No

Project details and funding

Project title and description

If your application is successful, some project details will be used by the Australian Government in published material. We publish details on the departmental website and [Grant Connect](#). Published project details will include

- name of the applicant
- a project title
- a brief project description and its intended outcomes
- amount of funding awarded.

Provide a project title. *

Example project title: "Agile Incubator value proposition program for start-ups."

Bega Valley Innovation Hub - Fostering Regional Entrepreneurship

Provide a brief project description for publication on our website. *

Ensure your project description focuses on your project's key activities and outcomes. Explain what it is you are going to do and how it will benefit your business.

Example project description: Agile Incubator Pty Ltd will use grant funds to create a structured program for start-up businesses in the software industry to develop the skills they need to demonstrate their value-proposition in order to access capital investment.

iAccelerate is Australia's most active start-up accelerator and incubator with a focus on developing regional entrepreneurial capabilities to stimulate new economic and job opportunities. iAccelerate is developing a Regional Entrepreneurial Ecosystem to provide access to iAccelerate's specialised programming and substantial growing support network across the region, Australia and internationally. Qualifying iAccelerate startups have access to the \$10M iAccelerate Seed Fund that provides critical financial support that can be leveraged for further investment. In order to facilitate reaching entrepreneurs working across the region iAccelerate will support startup hubs in regional communities, the first of which will be the Bega Valley.

Summary of activities and outcomes

Provide a summary of your project, including the key activities and project outcomes.

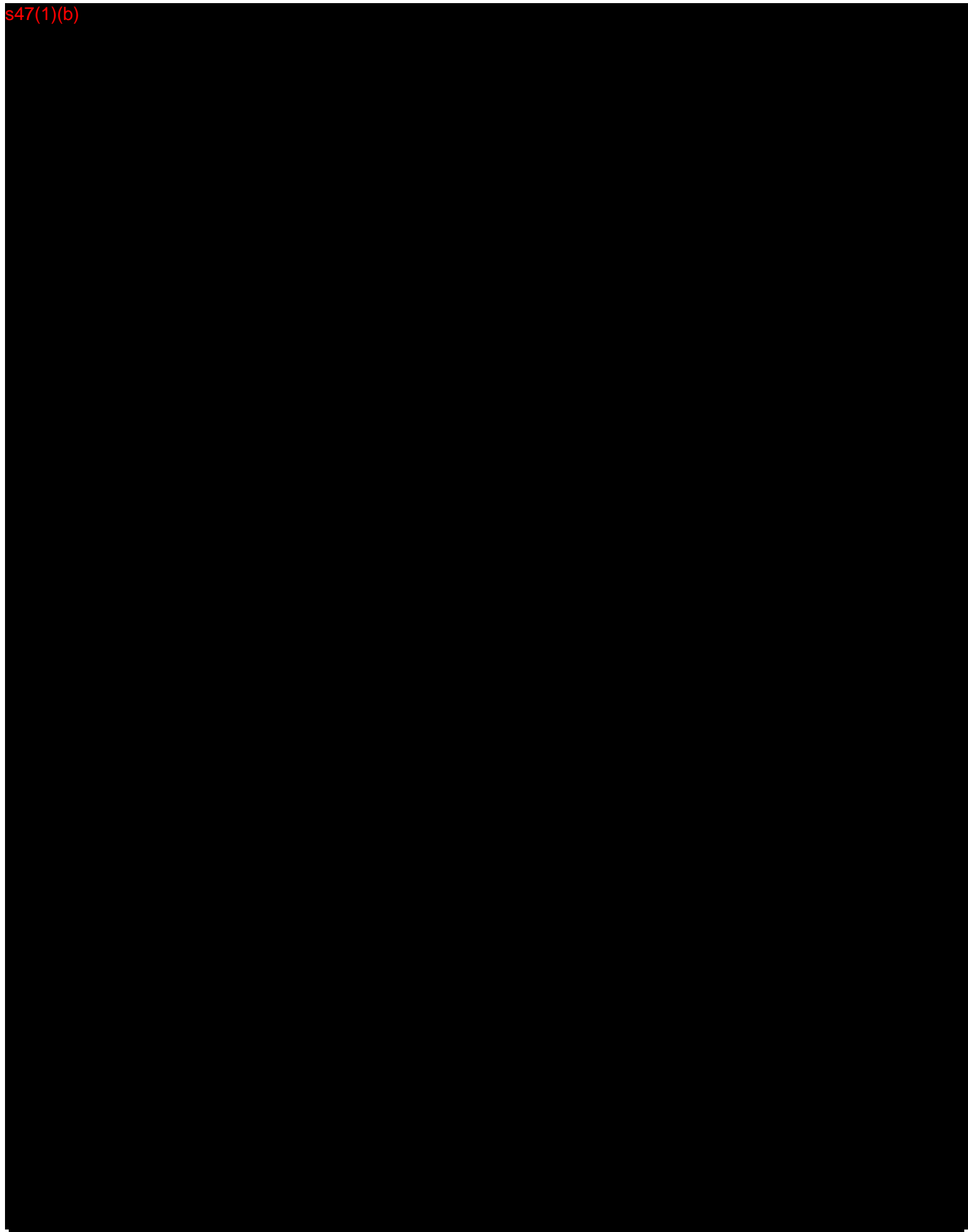
iAccelerate is partnering with the University of Wollongong Bega Campus to provide full access to its programming, global networks and \$10M seed fund as part of our mandate to develop businesses and job growth in regional areas.

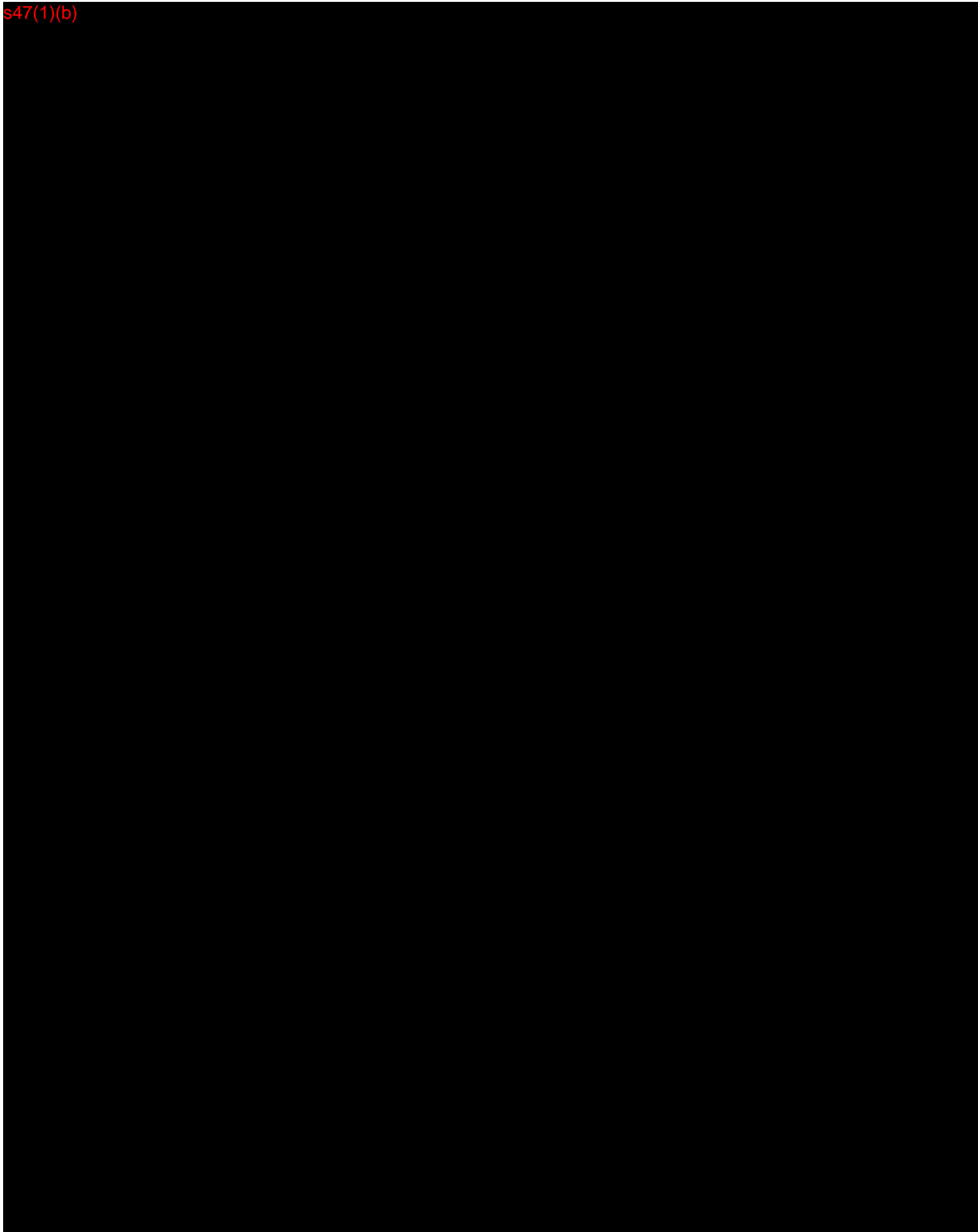
iAccelerate's role in the partnership is to bring strategic courseware, global networks, connectivity with research and finance, experts & mentors to participant companies. Bega's role is to source participants and partners, develop an investing base, source local experts and mentors and coordinate program delivery. Together we will see the development of a more diversified economy in the Bega region which captures the expertise and resources that resides there, in particular in Ag & Food tech, and Tourism.

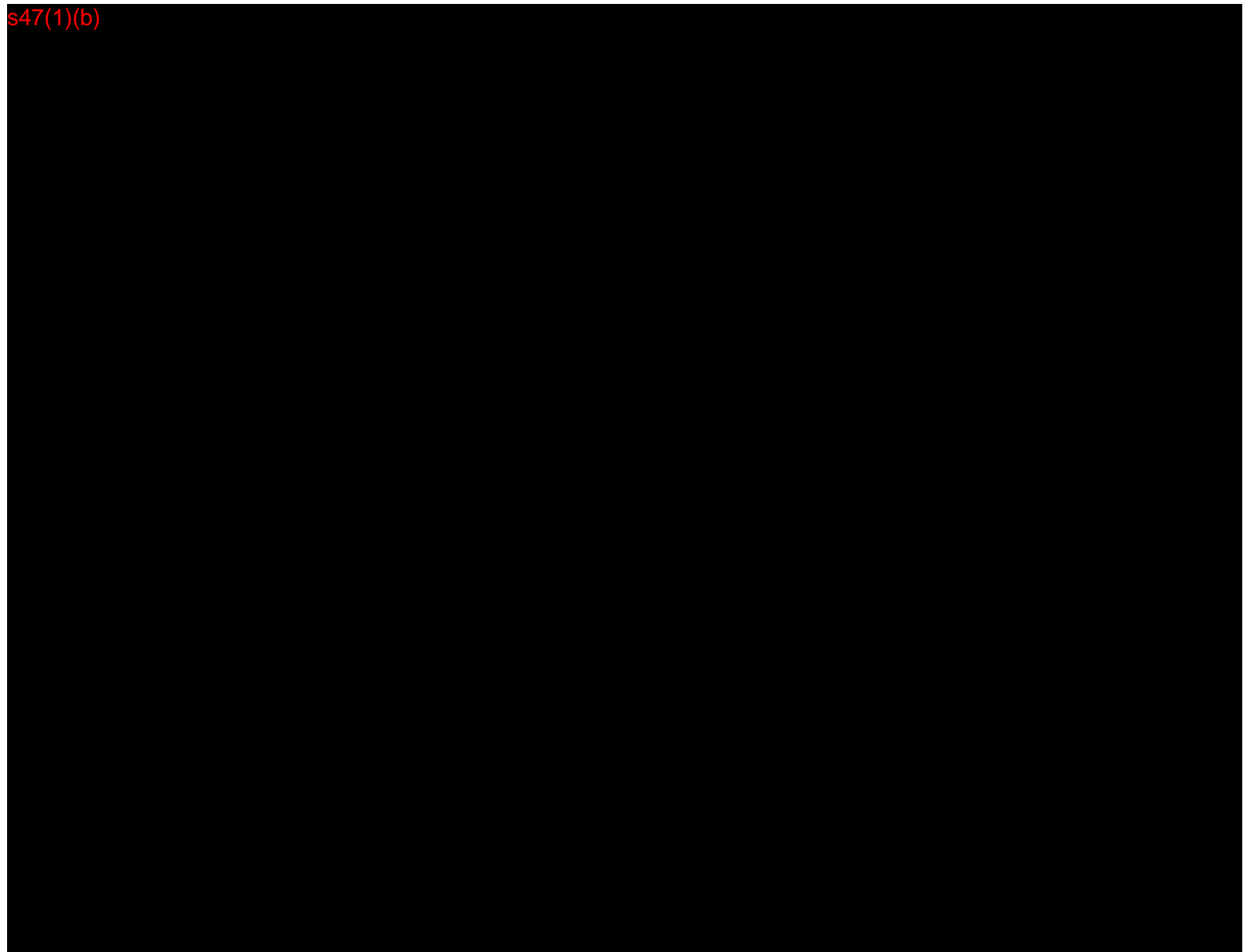
Over 2 years the hub will deliver:

- 3 x Structured "iAccelerate Educate" Incubator Programs cohort based entry and exit
- 16 new startups with 30 new business ideas
- National & International Mentoring
- Network Development
- Seed Funding
- s47(1)(b)
- s47(1)(b)
- s47(1)(b)
- Links to Canberra, Wollongong, Sydney & Melbourne Accelerators

s47(1)(b)







Merit criteria

To be competitive you will need to score highly against each merit criterion. The merit criteria are weighted as indicated by the points. The amount of detail and supporting evidence you provide should be commensurate with the project size, complexity and grant amount requested. You should define, quantify and provide evidence to support your answers.

You may attach any other documents that support your application and/or claims made in relation to the merit criteria.

Merit criterion one (40 points)

Management and Business Capability *

Demonstrate your ability to assist Australian start-ups to develop the capabilities required to succeed in international markets.

a. Describe key personnel:

- *time commitment to Incubator;*
- *evidence of national or global entrepreneurship and commercialisation experience;*
- *evidence of linkages to international innovation ecosystems;*
- *community management skills;*
- *evidence of investment attraction into start-ups; and*

b. What is the track record of your organisation or team? Provide examples of start-ups previously supported, including evidence that these are bringing new-to-market or new-to-world innovative products and services to markets outside Australia.

Describe your incubator's operating model, and how it can foster the development of innovative start-ups in international markets.

a. How will you leverage your networks to deliver services and opportunities to start-ups? Provide evidence of linkages, agreements, and support from other players in the innovation ecosystem.

b. Describe the services that you provide, which could include:

- *seed funding*
- *co-location*
- *structured program*
- *mentoring*
- *cohort-based entry and exit*
- *professional services*
- *networking events*

c. Describe how you will fund ongoing operations after the grant ends. For example:

- *If you are an existing incubator, provide evidence of your current funding model*
- *If you are establishing a new incubator, provide evidence of your proposed funding model. This may include*
 - *a letter of support from potential corporate or government sponsors*
 - *evidence of demand and willingness to pay for a co-working space.*

a) Key Personnel

Omar Khalifa, CEO, iAccelerate

Time Commitment to Incubator 200+ hours

Ambassador to World Innovations Forum for Australia, worked for NASA, Hewlett Packard, Apple, Business Council for Sustainable Development, The World Bank, Optus, CitiGroup, and Telstra. Manager of iAccelerate's \$10M Seed Fund and Investment Manager for Uniseed - \$60M in investment funding.

Melissa Ryan, Senior Manager, iAccelerate Programs for 7 years, 400+ hours - Project Manager

Samantha Avitaia, Manager UOW Bega for 10 years 750+ hours - Project Manager

Bega Valley Local Steering committee 140+ hours.

b) Demonstrated track record

- iAccelerate is currently the most active incubator in Australia based on # startups (135)
- 152 new jobs, 64 Founder jobs and 74 Other employment opportunities
- 54 new products developed with a further 85 currently under development
- 44% of co-founders are female – almost double the national average
- Delivered combined revenues in excess of \$27M
- Served over 1.6M customers
- Raised \$6M equity investment
- Combined payroll iAccelerate companies > \$5M
- iAccelerate \$10M Seed Fund made first investments in 2017 totaling \$1.035M
- 27 successful applications for registration of IP
- Offer of a minor for engineers taking the iAccelerate program was a first in Australia
- Matching of MBA students with Startups another Aus first

iA companies have opened offices in overseas markets with some coming to Australian shores to set up businesses in the iAccelerate Centre and then graduating into the community employing local people. iA companies making sales in international markets and making connections globally (see attached testimonials).

Operating Model

iAccelerate's model is unique in the Australian marketplace, built around a regional strategy for job creation, economic divinity and growth. Two-stream approach to innovation and entrepreneurial development that includes idea stage to businesses looking to scale-up.

International Linkages and Networks:

iAccelerate will provide full access to international connections by needs assessment and reviewing relevant existing connections. Includes the University of Wollongong's substantial network of international education institutions, businesses and research centers (full MOU list attached).

iAccelerate actively manages our international network of mentors, universities, researchers, academics and business relationships based on the need of our startups. If we do not have a connection in a specific area we actively seek out connection. International mentors and connections regularly visit the iA centre and participate in connection events (see testimonials).

iAccelerate enjoys a substantial relationship with University of Waterloo's Accelerator providing information sharing, mentoring and advice. They are a large University operated business accelerator / incubator in a regional area of Canada.

Recognised as the only Australian case study on Good Practice as part of The State of European University-Business Cooperation (UBC) study "University of Wollongong's iAccelerate: Rapid growth entrepreneurship propelling a region." (attached)

Membership of University Global Partnership Network (UGPN), focused on creating a foundation for international collaboration enabling academics and students from some of the world's top universities to work together on issues of global importance.

s47(1)(b)

In 2018 iAccelerate's CEO will lead a group of startups to meet possible partners, investors and customers across Europe and the UK. This trip will include participation in the inaugural World Innovations Forum in Zurich followed by visits to CEBIT; the Australian Berlin Landing Pad; and meetings with other industry representatives and incubators in London and Portugal, from which Bega startups will benefit.

UOW Bega Campus, federally funded in 2000 and undergone two extensions in 18 yrs due to growth in student numbers and courses. The hub will deliver:

- Structured Incubator Program "iAccelerate Educate" with cohort based entry and exit
- National and International Mentoring
- Network Development
- Seed Funding
- Business Capacity Workshops
- Youth Innovation Development
- Regional innovation expos

- Links to Canberra, Wollongong, Sydney & Melbourne Accelerators
This hub will be the first of a Hub & Spoke model for iAccelerate.

s47(1)(b)

Please attach any supporting documents. For example: Resumes of your key people, service catalogue.

Attachment 1

Supporting documentation

You should attach evidence to substantiate your claims. For example, you should attach resumes of your key people, evidence of support from key partners, and a Business Plan.

File: Resumes.pdf

Attachment 2

Supporting documentation

You should attach evidence to substantiate your claims. For example, you should attach resumes of your key people, evidence of support from key partners, and a Business Plan.

File: 1. BVIH 2018 Application.pdf

Attachment 3

Supporting documentation

You should attach evidence to substantiate your claims. For example, you should attach resumes of your key people, evidence of support from key partners, and a Business Plan.

File: 1A. Bega and iAccelerate Implementation Plan.pdf

Merit criterion two (50 points)

Benefit to your incubator, start-ups and the broader innovation ecosystem *

Describe the distinct value proposition of your incubator. Outline the gap in the market that your project will address and describe how your project will address this gap in terms of two or more of the following outcomes:

- improving the commercial prospects of innovative start-ups in international markets.*
- developing Australia's innovation ecosystem so that innovative start-ups can thrive and flourish in international markets.*
- developing the capability of incubators to facilitate and foster innovative start-ups with the potential to operate in international markets*
- developing new incubators' capabilities in regional Australia, that support internationally focussed start-ups*
- developing and collaborating with start-ups that use public data as part of their business.*

We will also consider your attached project plan in assessing this milestone.


- iA provides connections for start-ups to international markets via mentor, investor and university networks. See testimonials.
- iAccelerate is currently the most active incubator in Australia and key driver of developing Australia's innovation ecosystem - we have been building our capabilities in this regard for 7 years. We have actively sought to create a diverse and internationally

connected network of experts.

c. Focused on providing support and access to programming, connections and seed funds to regional incubators/accelerators to foster innovative start-ups that have the potential to move into international markets, in particular in Ag & Food Tech and Tourism, as evidenced by several successful Innovation Events in Bega Valley from 2012 to 2018 (full list attached), strongly supported by Local Government and Bega Cheese.

A full implementation plan is included detailing how cohorts of suitable startups have/will be identified and supported, backed by local company testimonials and govt funded feasibility study.

s47(1)(b)

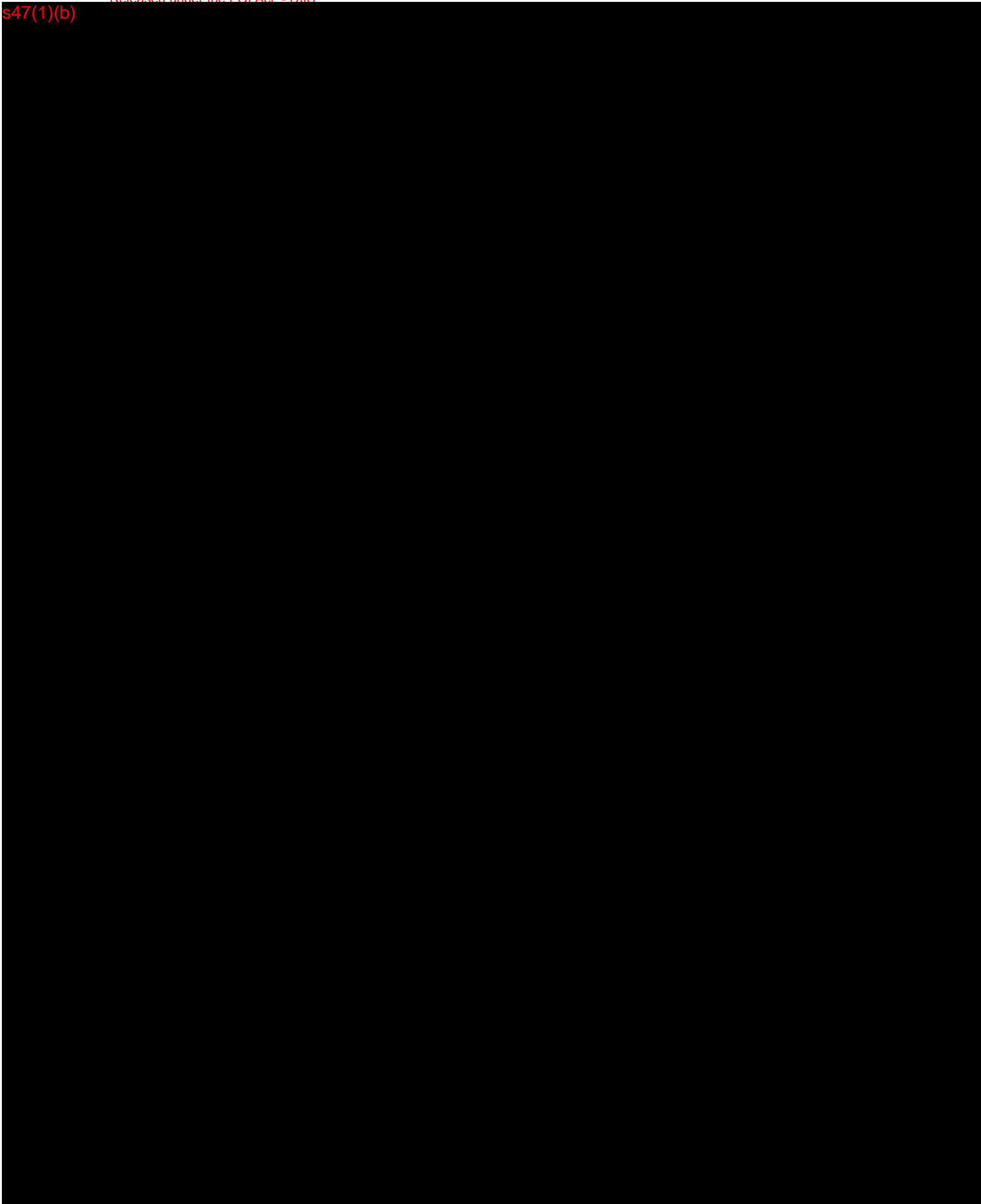


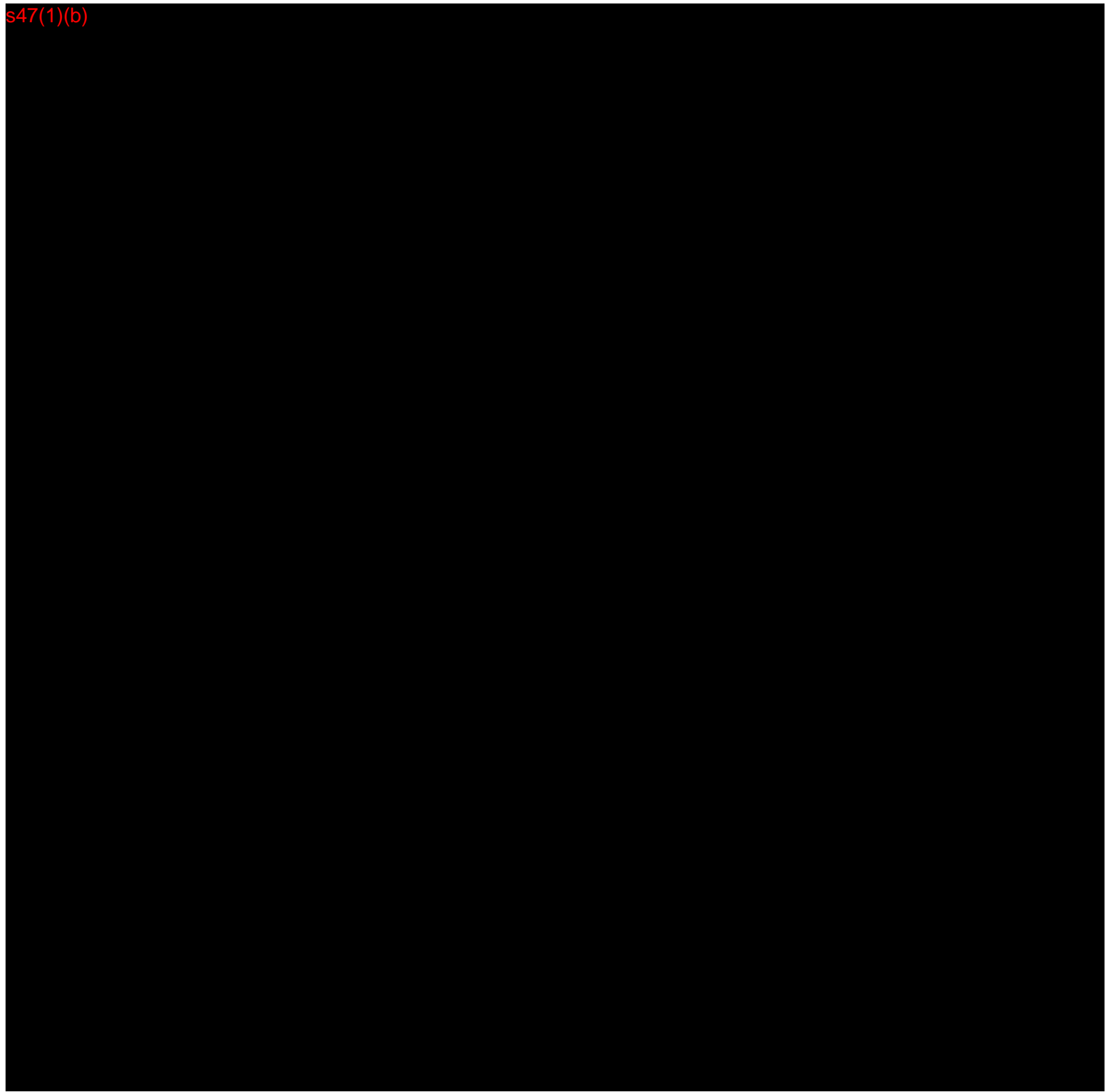
e) The iAccelerate program has and will continue to support and work with Startups that use public data including specific examples in testimonials attached. We invite the Government to host a workshop to all of our cohorts to outline the value of the Data Set Facility and how it can be used to enhance business development.

Letters of support from local, state and federal government attached. Full business plan also attached listing outcomes, income sources and throughput during and after funding period.

Evidence to support your claims such as demand for services, market gap analysis, opportunity analysis, third party research

s47(1)(b)





Applicant declaration

Privacy and confidentiality provisions

I acknowledge that this is an Australian Government program and that the department will use the information I provide in accordance with the following

- [Australian Government Public Data Policy Statement](#)
- [Commonwealth Grants Rules and Guidelines](#)
- [program guidelines](#)
- applicable Australian laws.

Accordingly, I understand that the department may share my personal information provided in this application within this department and with other government agencies:

- for purposes directly related to administering the program, including governance, research and the distribution of funds to successful applicants and
- to facilitate research, assessment, monitoring and analysis of other programs and activities unless otherwise prohibited by law.

I understand that where I am successful in obtaining a grant, the financial information that I provide for the purposes of payment will be accessible to departmental staff to enable payments to be made through the department's accounts payable software system. I understand that information that is deemed 'confidential' in accordance with the [program guidelines](#) may also be shared for a relevant Commonwealth purpose.

The department will publish information on individual's grants in the public domain, including on the department's website, unless otherwise prohibited by law.

☒ By checking this box I agree to all of the above declarations and confirm all of the above statements to be true *

Applicant declaration

I declare that I have read and understood the [program guidelines](#), including the privacy, confidentiality and disclosure provisions.

I declare that the proposed project outlined in this application and any associated expenditure has been endorsed by the applicant's Board or person with authority to commit the applicant to this project.

I declare that the applicant will comply with, and require that its subcontractors and independent contractors comply with, all applicable laws.

I declare that the information contained in this application together with any statement provided is, to the best of my knowledge, accurate, complete and not misleading and that I understand that giving of false or misleading information is a serious offence under the *Criminal Code 1995* (Cth).

I acknowledge that I may be requested to provide further clarification or documentation to verify the information supplied in this form and that the department may, during the application process, consult with other government agencies, including state and territory government agencies, about the applicant's claims and may also engage external technical or financial advisors to advise on information provided in the application.

I acknowledge that this application comprises an offer to enter into a legally binding agreement with the Commonwealth. If this application is successful, the Commonwealth may accept this offer by sending me a letter of approval with annexed Grant Terms and Conditions a copy of which is available on business.gov.au. On receipt of this letter, I will immediately be bound by a legally binding agreement comprising:

- this application
- the [program guidelines](#) in place at the time I submitted the application form
- the letter and annexed Grant Terms and Conditions.

I agree to participate in the periodic evaluation of the services undertaken by the department.

I declare that I am authorised to complete and submit this form and acknowledge that by including my name in this application I am deemed to have signed this application.

I approve the information in this application being communicated to the department in electronic form.

☒ By checking this box I agree to all of the above declarations and confirm all of the above statements to be true *

☒ By including my name in this application it is deemed to be my signature for the purpose of this application *

State your name *

s47F

State your email address *

s47F