

Fact sheet – First Nations startups

#10 Grants

What are grants and are they right for you?

Grants are awards of non-dilutive capital to businesses, individuals or community organisations. They are often issued by philanthropic organisations or administered by Government Departments (at the Federal, State or Local Government level) where they are often competitive programs in line with specific policy priorities. While there are exceptions, they are most often awarded on a co-contribution basis. This means recipients must be able to source non-grant funding for a set portion of their project to receive funding for the remainder. Grants can be paid upfront, but are most often paid based on set milestones agreed in advance of the project. Grant issuers view awarded grants as an investment, and they expect a return on that investment in the form of jobs, economic growth and community benefits. First Nations community benefits are usually seen as particularly favourable.

It's also important to remember what grants aren't – they aren't free money and in general, are not awarded to investigate what projects you might be able to undertake. Instead, they are awarded for specific projects with tangible benefits. Grants can also take a long time to assess, so remember when planning your projects that grants usually won't support any expenditure that you have already committed to. Be mindful receiving a grant is just the beginning, as grant administrators often seek reporting which can vary in length. Often recipients underestimate how much work reporting and acquitting grants may require.

If you have a strategic business or community project with a need for funding, then grants may be of interest to you.

Grant readiness

Grant programs are constantly changing and can open and close in very short timeframes. This means organisations often have very little time to build and submit a competitive application. Luckily, they are often structured in very similar ways, so you can maximise your chances of success with good forward planning. To be grant-ready, you should:

1. Think ahead – have a good idea of any major projects or expenditure items for the next one to two years
2. Keep an up-to-date business plan – document your purpose, achievements and future direction
3. Think about outcomes and collaborations – keep in mind the impact of your activities and whether it aligns to strategic priorities of others



4. Build a repository of documentation for major projects – depending on the complexity of the project, this might include project plans, GANTT charts, revenue models, risk assessments and CVs for key project staff
5. Speak with an advisor – BDO has access to GrantGuru, a major database tracking all grants available at Federal, State and Local Government levels in Australia, and can generate tailored reports for your business at any time.

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Example grants for First Nations businesses

Grant	Available Funding
Indigenous Business Australia – Social Enterprise Grant	\$50,000 - \$200,000
Indigenous Protected Areas Program – New and Expanding Indigenous Protected Areas Grants	Total pool of \$14.5m available over 4 years
Medical Research Future Fund – Indigenous Health Research Fund Grants	Maximum \$5m grants over 5 years
Indigenous Business Australia – Start Up Finance Package	Maximum \$100,000 package with up to 30% offered as a grant
Our Marine Parks Grants Program	\$30,000 - \$500,000
Aboriginal Fishing Trist Fund	\$5,000 - \$500,000 (grants and loans available)

For more information, please contact:
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Disclaimer

The content of this fact sheet is current at October 2023 and is intended to provide a general guide to the subject matter only. The fact sheet does not constitute legal advice. Obtaining specialist advice about your specific circumstances is recommended.