

Demand Management Trials Program FAQs – 8 December 2018

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1. Do I need to have identified my partner organisation(s) at the time of applying?

This depends on whether the partner organisation is intended to be a co-applicant to the grant funding application and, if successful, a party to the grant funding agreement.

If so, the application should clearly identify all partner organisations, their roles and contributions.

Alternatively, your proposal may involve a third-party organisation for delivery of the trial, but that organisation is not an applicant or party to the grant funding agreement. Applicants are encouraged to identify the third-party organisation(s) or, if this is not possible, encouraged to identify the steps taken already and/or the strategy for engaging with potential partner(s).

Note that the evaluation process will consider overall readiness of the proposal as an aspect of the trial design criterion.

2. What level of commercial readiness is expected at the end of a trial?

The purpose of the Program is to support ideas that have viable prospects of achieving wide deployment. The level of commercial readiness following conclusion of a trial is likely to vary between projects, depending on their level of development coming into the Program.

The awarding of a grant should clearly enable the overall commercial readiness of the supported solution to advance. The Program may support trials involving initial demonstration of a technology or commercial proposition, scaling up of a solution, or application in different settings. The trial should seek to increase stakeholder acceptance and lower commercial risk to allow progress towards wider deployment that is not reliant on subsidisation.

3. Is there a budget template for applicants to use?

No, there is no supplied budget template to use for this application process. Your budget should show all key items such as breakdown of expenditure items; all sources of funding, including internal and any partner cash and in-kind contributions, and any other public funding; payment milestones; and cashflow.

4. What is meant by “matching funding”?

The Program Guidelines stipulate that applicants are expected to *at least* match the grant funding being sought. This means that for every \$1 of grant funding from the South Australian Government, the applicant needs to contribute at least \$1. The applicant’s contribution can be cash, in-kind support, or a combination of both. The maximum grant amount is capped at 50 per cent of the project budget agreed with a successful applicant. Applications that seek a lower grant contribution ratio may be assessed more favourably.

5. Can in-kind contributions count towards the applicant’s matching funding?

Yes. In-kind (or non-cash) contributions may count towards an applicant’s total funding contribution. However, in-kind contributions need to be based on actual expenditure that is directly related to the agreed trial activity. Proposals which include a component of in-kind support must include details of how the in-kind support component has been calculated (i.e. rates and hours). Successful applicants will need to provide evidence to support their in-kind contribution claims to receive grant payments.

6. Can salary costs count as in-kind contribution?

Yes. Salary costs of employees who are directly involved in the trial project can count towards the applicant’s in-kind contribution. Salary costs will need to be based on the time spent on the agreed trial activity and actual salary costs apportioned accordingly.

7. What is meant by “other contributions” field in the application form?

‘Other contributions’ means any other source of contribution, including cash and in-kind, that is additional to the grant funds sought from the Demand Management Trials Program and the applicant’s contribution. Other contributions could be those from partner organisations, trial participants, and/or other public funding sources (eg other grants).

This field is only applicable if there is any other source of contribution to the total budget for the proposal.

Applicants should provide a total of all other contribution(s) in the application form, and a break-down of all contributions with their project budget. If there is no other contribution, applicants should enter a zero dollar amount in this field.

8. Is there a limit on the amount or proportion of in-kind contribution?

The applicant’s matching contribution can be cash, in-kind or both, and needs to at least match the amount of grant funding being sought from the Trials Program. Subject to the matching funding requirement, there is no maximum amount or percentage for the in-kind contribution component, if applicable, of an applicant’s total matching contribution. In-kind contribution may, however, not be seen as favourably as matching cash contribution.

9. Can “applicant’s contribution” include the applicant’s in-kind contribution?

Yes. Applicants should indicate their total contribution value. This total may include the value of the applicant’s in-kind support, if applicable, and must *at least* match the value of the grant request.

10. What proportion of the trial activity can be done outside South Australia?

This Program aims to support trials that test an application or solution in South Australia as the operating environment and it is expected that trial participants would be in South Australia. Proposals that contribute to generating economic activity, work, investment and innovation in the South Australian economy are encouraged.

This does not preclude activities or work associated with a trial, such as research, design, operation and/or monitoring, from being conducted outside South Australia.

There is no set quantum or proportion of activity or grant value that may occur or be expended outside South Australia.

A proposal to conduct a trial involving participants in South Australia and in another jurisdiction that is co-funded by another grant from another jurisdiction may be considered. In such a case, a South Australian Government grant would only support the trial insofar as it applies in South Australia, and the South Australian component of the trial will be subject to the matching funding requirement.

11. My company does not have financial statements for the last three years. Can I still apply?

Yes. You will need to provide relevant supporting evidence in place of financial statements to demonstrate your company’s overall financial viability and standing, as well as capacity to contribute matching funds to the trial.

If your business is a start-up, you should provide evidence that your company will be sustainable. This evidence may include what equity has been injected into the business, lines of credit, loans from the owners and evidence to support how you are going to fund the business. You should also provide budgets for the next two years and some evidence to support the major items in that budget such as the assumptions underlying the revenue.

If you are an international business that has recently commenced operations in Australia, you should provide evidence of the financial relationship with the parent company, if applicable, or other arrangements to indicate how the local operations are being supported.