Welcome to the Potato Industry Assistance Grants (PIAG)

* indicates a required field

Applicant Assessment Process

The selection of grant recipients will be via a two-stage process, summarised as follows:

- **Stage 1 - Pre-eligibility.** Applicants will be assessed to determine if they meet the pre-eligibility requirements. Applicants shortlisted will progress to Stage 2.
- **Stage 2 - Full Project Proposal.** Shortlisted applicants will have their project proposals assessed by an Independent Evaluation Panel (IAP). Recommendations will be approved by the Minister before announcements are made.

Your application

Please read each section and complete each question, as requested. It is recommended that you allow yourself time to review the application and submit it well before the due date.

**Reference Documents:** The PIAG guidelines document is available from the Department of Primary Industries and Regional Development (DPIRD) - Horticulture Research Recovery Fund webpage. You can access the webpage by clicking on the following link: [PIAG Guidelines](#).

For queries about the PIAG guidelines, deadlines or questions on this form, please contact Rohan Prince, DPIRD Director Horticultural Science and Industry Development, on (08) 9368 3210.

1. Eligibility

Before commencing your application applicants should check the PIAG Guidelines document to determine if you are eligible to apply for the grant. After the call for applications has closed the Program Team will assess applications based on the responses to the questions during the pre-eligibility assessment stage.

1.1 Applicant Organisation Type

Only the following types of Western Australian (WA) based organisations are eligible to apply for PIAG funding.

- Organisations substantially engaged in the production, processing or marketing of potatoes; or
- Organisations that provide goods and services along potato supply and value chains.

Please identify which of these options describes your organisation. You can select multiple options *

- [ ] Potato production
- [ ] Potato processing
- [ ] Potato marketing
- [ ] Potato goods and services supply and value chain

1.2 Co-contributions

Only applicants and their co-contributors, if applicable, that can individually or collectively make a **total contribution in cash** of at least **$1 for every $1** of grant funding obtained.
from the PIAG fund can apply. Any cash co-contribution from applicants and collaborators cannot be derived from other State government monies. The minimum grant that you can apply for is $50,000 and the maximum is $200,000. The total PIAG fund pool is $500,000.

**Will your organisation and co-contributors meet the cash co-contribution requirement?** *
☐ Yes  ☐ No
No more than 1 choice may be selected.

**Is any component of your cash co-contribution derived from other State government monies?** *
☐ Yes  ☐ No
No more than 1 choice may be selected.

### 1.3 Registered applicant

The applicant (who will receive the grant funds, if successful) must be a WA based legal entity with an Australian Business Number (ABN) and registered for GST.

**Please upload your Certificate of Incorporation and enter your ABN details below:**

*No files have been uploaded*

**ABN** *
83 814 339 201

<table>
<thead>
<tr>
<th>Information from the Australian Business Register</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABN</td>
</tr>
<tr>
<td>Entity name</td>
</tr>
<tr>
<td>ABN status</td>
</tr>
<tr>
<td>Entity type</td>
</tr>
<tr>
<td>Goods &amp; Services Tax (GST)</td>
</tr>
<tr>
<td>DGR Endorsed</td>
</tr>
<tr>
<td>ATO Charity Type</td>
</tr>
<tr>
<td>ACNC Registration</td>
</tr>
<tr>
<td>Tax Concessions</td>
</tr>
</tbody>
</table>

Main business location | 6330 WA |

Information current as at 12:00am on 14 Feb

Must be an ABN.

### Applicant Information

* indicates a required field

2. Applicant Information

**Applicant organisation contact** *
GP Ayres & Sons PTY LTD
Applicant organisation contact Position *

Applicant organisation contact Office Address *

Must be an Australian postcode.

Applicant organisation contact Office Phone Number *

Must be an Australian phone number.

Applicant organisation contact Office Email

Must be an email address.

Applicant organisation contact Postal Address *

37 Mountain Rd E, Bornholm, WA, 6330, Australia
Bornholm WA 6330
Must be an Australian postcode.

Applicant organisation contact Mobile Phone Number

0427 451 123
Must be an Australian phone number.

Applicant organisation contact Other Email

chris@studspuds.com.au
Must be an email address.

Applicant organisation contact Primary Website

Must be a URL.

Project manager
Mr Christopher Ayres

Project manager Position
Director

Project manager Office Phone Number

Must be an Australian phone number.

Project manager Mobile Phone Number

0427 451 123
Must be an Australian phone number.

Project manager Primary Email

chris@studspuds.com.au
Must be an email address.
Project Information

* indicates a required field

3. Project details

Project Title *
Infrastructure upgrade - Optical sorter

Brief project description *
Acquire, import and install high performance, intelligent sorting and grading machine for seed potatoes.
Upgrading of the existing manual system will result in efficiency, reduced waste, improved detection of defects, higher and more consistent quality, and significant productivity gains across the WA potato industry.
There is growing demand for high quality seed potatoes, and this innovative technology will assist WA in meeting National and Global demand. Investment in the 'Sortop' will build capacity and provide opportunity for export.
The equipment would be available for hire to other producers and there is scope to up-scale the operation.
Less than 100 words. This is the non-confidential short description of your proposed project.

Start Date *
01/07/2018
Must be a date.
Applicants should plan their project start date for 1 July 2018.

End Date *
01/01/2019
Must be a date.
Projects must, at the latest, be completed and final reports submitted by 31 March 2019. Projects can conclude within a shorter time-frame.

A. Total Grant Amount Requested *
$200,000
Must be a whole dollar amount (no cents).
Individual grant amounts available from minimum $50,000 up to $200,000 maximum.

B. Applicant Cash Contribution *
$816,770
Must be a whole dollar amount (no cents).

C. Collaborator Cash Co-contributions
Must be a whole dollar amount (no cents).
Enter '0' or leave blank if no collaborators.

D. Total Applicant and Collaborator Contributions
$816,770
This number/amount is calculated.
4. Project purpose

4.1 What is the purpose of this project? *
Replace outmoded equipment and manual grading of seed potatoes with technologically sophisticated, efficient software and infrastructure.

Acquire and install high performance intelligent optical sorter that uses advanced imaging technology for processing of unwashed potatoes.

The new equipment will result in faster sorting and grading with significantly higher product quality and improved compliance through consistent size and better detection of defects.

Opportunity to introduce new technologies to the State [this is a first for WA and Australia]

Provide high quality, premium value seed potato suitable for export to meet International demand ( )

No more than 100 words

4.2 What are the benefits expected from this project? *
1 Improved Productivity [Industry wide] - Efficient processing and quicker turn-around [tubers sorted, graded and into cool storage within two weeks: being 'optimum' timeframe]
2 Higher Standard/Quality - precision grading, improved quality of seed potato product, fewer defects
3 Consistent product - Uniform size (esp. length and weight)
4 Reduced Wastage
5 Efficiency - Automation and labour saving - Sort into 6 grades in single pass, reduced re-work & monotony
6 Competitiveness at National and International level
7 Reputation and Product Confidence
8 Improved Biosecurity/fewer diseases
9 Instant statistics & reporting/real time data collection

No more than 100 words

4.3 What are the key project outputs? *
1. Liaise with supplier of and confirm contract
2. Importation documentation Completed
3. Acquisition and installation of new optical sorter
4. More efficient Processing & Grading - Faster, more efficient sorting and grading of mini tubers (from harvest to cool-store in less than 14 days).

Quicker turn-around - Seed potato goes into cool-store within 14 days, so is still dormant [better quality and significantly higher success rate with germination, improved yield] Better for customers/commercial grower buying the product.
Faster processing/throughput with increased capacity and greater tonnages.
Scope for this operator/supplier to increase the area of land under production from current [redacted] back up to [redacted] (pre-TPP), and extend to [redacted].

5. Consistent product - less variability in size and quality
6. Improved quality of product:
   Higher standard through greater detection of defects
7. Reduced Wastage
8. Global competitiveness

Reliable, quality product contributes to security of market share

Responding to Market Demand - There is a growing demand from Commercial growers and international markets for consistent size, high quality seed potatoes/ tubers [the customer no longer wants to cut the potatoes prior to planting]

9. Automation - Accuracy and reduced cost of production [automation of labour-intensive component of the processing]

No more than 200 words

4.4 Describe the methods used to produce each key output. *

1. Confirm contract through ongoing liaison with international supplier (including further visit, as required). Price is in Euros and subject to relative value of Australian Dollar, at the time.

2. Liaise with ‘importer’ and freight forwarder to ensure appropriate documentation is completed, relevant fees and duties are paid. Arrange payment of Deposit ([$redacted]).

3. Acquire and install Optical Sorter on property in [redacted]. Liaise with freight company (in WA), undertake modifications to existing infrastructure, arrange electrical upgrades to premises.

4. Faster grading/quicker through-put. [redacted] can process up to [redacted] potatoes per second. Improved quality/standard of mini tuber/seed potato product, no dehydration and fresher [i.e. still dormant at time of cool-store, through to delivery to commercial growers].

5-9. Assessment and sorting is multifaceted and detects the exact number of defects.

The [redacted] will recognise up to [redacted] different types of defects in an unwashed potato, including:

- Colour and HD infrared cameras, combined with the mirror system and powerful circular illumination provide 360 degree vision and analysis.
- The high definition camera [redacted] features an infrared vision which allows 'optical assessment' under the skin (Virtual Peeling Technology). It increases the default detection inside the unwashed tubers. In addition, the sorter can grade and weigh the potatoes with great precision, down to half a millimetre and to the nearest gram.

- [redacted] detects defects on un-washed potatoes. This is key characteristic of seed potato/mini tubers. Unlike the final retail/domestic product which is typically/expected to be washed [during the packing/processing stage]

- The [redacted] utilises innovative sorting software. It combines the attributes of manual sorting, but with greater capacity and consistency. The 'artificial intelligence' auto-learning
process replaces the tedious adjusting and programming work and the software operates autonomously.

Screen graders are still used by 50% of the world’s seed potato growers. The square gauge/gravity system allows 'over-length' tubers to fall through - thus exceeding specification and compromising planting equipment used by commercial growers [next step in the supply chain]. The specialist equipment will eliminate the size variation resulting in a more consistent product, less downtime and greater productivity.

4.5 What evidence do you have that the project is technically feasible and that the proposed methods are sound? *
Reserch of various grading machines and new technology. Attendance at Potato Industry expo in Overseas experience/utilisation 1st was in The Machinery is tried and tested internationally.

The based Company was launched in 2008 to industrialise and commercialise an optical sorting system for carrots. A team of engineers and technicians were brought together in to build the first prototype. In 2015 created the optical potato sorter, using similar technology. The success of the projects conducted since 2010 confirms the company's status as a manufacturer of reliable industrial machines. Sorting is trusted and renowned for superior service, quality, maintenance and diverse integration services.

The Applicant has a long, successful track record in seed potato production in WA, growing over 60 different varieties of potato. This producer is recognised as a successful grower, providing approximately of WA seed potato production. The operation has required significant investment in infrastructure. Longevity in the industry is attributable to sound management, extensive corporate knowledge and sustainable & innovative practices.

The operation has required significant investment in infrastructure. The Applicant is a Participant in various Industry groups [Marketing, Biosecurity, Policy & legislation], Advisory bodies and a contributor to ongoing research.

4.6 Please describe how the project aligns with the focus and scope of the Potato Industry Assistance Grants (PIAG) program. *
The purchase of major specialist equipment to upgrade an existing seed potato processing facility will directly contribute to the State’s capacity for world class production. Faster, more efficient sorting will directly improve the freshness and quality of the tubers provided to commercial growers, resulting in higher rates of germination, improved yields and greater productivity.

Fewer defects and consistent sizing will result in higher quality seed potatoes [currently of WA product is supplied by this operator]
There is scope to increase market share and extend Inter-state supply.

The new specialist equipment enables the producer to be market-focused, responding to the needs of the customer by providing tubers of consistent size [to better suit contemporary planting machinery and eliminate the need for manually 'pre-cutting' of the tubers]
There are Export opportunities for high quality seed potatoes. Reliability in providing superior quality and uniform size tubers will assist WA in increasing its share of Australian export [beyond 70%] and enable the Applicant to re-establish export to [insert country].

The technology is World-best-practice and will directly contribute to the development of a Seed Precinct in WA.

Global competitiveness - Automation will assist in ensuring a more level playing field [reducing the disadvantage due to relatively high labour costs]

The operators have capacity upscale this machine to meet industry needs over time.

The benefit of this grader is to also showcase this to other growers as this will be the first one in Australia, which can allow other growers confidence to improve their existing operations, incorporate new technology and expand production.

No more than 600 words.

5. Project outputs

Please describe the outputs required to deliver the project in the table below:

<table>
<thead>
<tr>
<th>Output Number</th>
<th>Output name</th>
<th>Description</th>
<th>Start date</th>
<th>End date</th>
</tr>
</thead>
</table>

Please number sequentially. Must be a number. 
The tangible goods and services Must be a date. Must be a date.
6. Project benefits

Please describe the benefits to be delivered by the project in the table below:

<table>
<thead>
<tr>
<th>Benefit Number</th>
<th>Benefit name</th>
<th>Benefit description</th>
<th>Start date</th>
<th>Calculated benefit</th>
</tr>
</thead>
</table>

Please number sequentially. Must be a number. Must be a date. Must be a dollar amount.

6.1 Calculated benefit total

This number/amount is calculated.

6.2 Calculate the overall benefit to be delivered by the project and state the assumptions used.*

1. Productivity.
Professor Rick Knowles from Washington State University, an expert on seed potatoes, visited in February 2015 organised by Peter Dawson DAFWA Albany.

He advised it is vital for seed potatoes from harvest through to grading and to cool-store should take no longer than 14 days. This would significantly improve quality and performance of the seed to the commercial customer.

Assuming an increase in germination and lot yield to commercial growers:

GP Ayres & Sons P/L produce and supply of the State's seed potato/mini tubers. The Industry is worth $40-50 million annually - direct benefit to the state annually.

2. Higher Quality and Standard - Significant financial advantage to the seed potato producer, given price differential for quality/consistent product. All bins accurately graded, within specified tolerances.

3. Uniform size and weight - price advantage to the seed potato producer, preferred product/reduced down-time for customer (commercial grower) to suit contemporary planting equipment. Reduce unsuitable seed due to human error on current grader by

4. Eliminate/reduced wastage - human error/trait over-correct/precautionary/look busy [estimated loss currently of crop is discarded in error]

5. Automation - Efficiency and improved quality through reduction in processing times - 3 tonnes per hour. Quicker/faster through-put. Eliminates monotonous 'factory work'

This grader is more user friendly for employees; it eliminates fatigue and has increased safety features.

Automation/labour saving

Casual wages @

Casual wages @

6. International and interstate competitiveness

The specialist equipment means this region will be able to supply seed potatoes/mini tubers of a consistent and higher quality, produced at a comparable cost.

There is scope to contract grade/dry hire to other growers to compete and for export interstate and internationally.

Direct cost savings of per tonne in processing tonnes of seed equates to

7. The Region/Precinct has a reputation for producing disease-free seed potatoes and there is scope to enhance and to grow the export market by consistently providing superior quality, uniform sized tubers at an internationally competitive price. The will achieve this.

The operators have existing infrastructure (including cool-store capacity) to accommodate interstate and international exports as we have done for many years before in the past.

increased capacity for operator would be

increased capacity for other growers would be

8. Biosecurity. Superior rate of detection of defects, including plant and animal pests, to establish and maintain WA as world leader in production of seed potato/mini tubers.

increase in annual production for the State, estimated farm gate value of value-adding (DAFWA) is directly worth and, with the multiplier effect, as much as.
9. Real-time Reporting - instantaneous/ accurate assessment and data collection (TADS) (which is a requirement under the WA Seed Potato Seed Scheme to be sent promptly to DAFWA Manjimup) - Efficiency and cost saving in rewriting seed certification books

7. Project evaluation

7.1 How will the project measure and evaluate progress towards capacity building to capture opportunities and address constraints? *
Reduced re-work [eliminate the need to re-grade when tolerances are exceeded]
All bins accurately graded and sorted, with >98% of defects detected.
Reduced Wastage by [ ] - Calculate volume of waste
Harvested seed processed and into cool-store within 14 days
Total tonnage of seed potatoes grown and marketed annually [ ]
Increase volume of seed potato exported annually [ ]
There is scope to upscale this base machine at any time by adding more optical sorters and increasing the capacity/volume of product being processed.
Rebuilding industry confidence - re-establishment of inter-state export of WA seed potato (post TPP)

7.2 How will the actual value generated by the project be measured in the Project Final Report? *
Re-establish and increase the volume/quantity of seed potato produced in WA and sold to market [following disruption by TTP]
Increase WA's share of the market for seed potatoes in Australia
Increase the proportion of 'first' grade seed potatoes/mini tubers - through accurate sorting and grading
Productivity - Efficiency & cost savings to the grower [over the medium term] through automation.
Reduce the volume of 'waste' product to less than [ ]
Generate instant reporting [TADS]
Increase the volume/quantity of seed potatoes exported from Australia

8. Project risks

Identify key risks that could jeopardise the realisation of the project benefits and outline how they will be managed.

<table>
<thead>
<tr>
<th>Risk number</th>
<th>Risk name</th>
<th>Risk description</th>
<th>Management plan</th>
</tr>
</thead>
<tbody>
<tr>
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</tbody>
</table>
9. Project collaborators

Identify each collaborator in the project and the contribution they will make.

<table>
<thead>
<tr>
<th>Collaborator number</th>
<th>Collaborator name and details</th>
<th>Cash commitment (Y/N)</th>
<th>Letter of support (Y/N)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tbody>
</table>

Please number sequentially
Must be a number.

10. Stakeholders

10.1 Who are the stakeholders in the project and what is the communication plan?
Internally - members of the Applicant Organisation - Pty Ltd. Weekly staff meetings and regular liaison with global manufacturer/supplier.

On-line trouble shooting and support (software & machinery)

Back up available from distributor/agent - telephone and email.

On-going membership and participation in Industry body - Attend meetings, contribute to marketing strategy and bio-security knowledge base.

Establish and promote the region as a seed potato precinct.

Expand business networks, scope and develop 'wet hire' processing/grading seed potatoes from off-farm/other producers in the region.

No more than 200 words

11. Project budget (revenue)

<table>
<thead>
<tr>
<th>Source</th>
<th>Cash Year 1</th>
<th>Cash Year 2</th>
<th>Cash Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grant</td>
<td></td>
<td>$200,000</td>
<td>$200,000</td>
</tr>
<tr>
<td>Insert: Grant, Applicant, Collaborator</td>
<td></td>
<td></td>
<td>This number/amount is calculated.</td>
</tr>
</tbody>
</table>

11.1 Project budget (revenue) total
$1,016,770
This number/amount is calculated.

12. Expenditure by output
### 12.1 Expenditure by output total

$1,016,770  
This number/amount is calculated.

### 13. Expenditure by type.

<table>
<thead>
<tr>
<th>Expenditure description</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Total</th>
</tr>
</thead>
</table>

Must be a dollar amount.  
Must be a dollar amount.  
This number/amount is calculated.

#### 13.1 Expenditure by type total

This number/amount is calculated.

### 14. Expenditure justification

Please justify each of the key expenditure items in the budget.

**14.1 Salaries**

No more than 200 words
14.2 Travel

[Blank]

14.3 Operating

No more than 200 words

14.4 Capital

No more than 200 words. Refer to the PIAG guidelines regarding what is ineligible capital expenditure.

15. Project personnel

Insert the details of personnel to be used in this project. Note: Use of Department of Primary Industries and Regional Development (DPIRD) personnel and facilities requires written approval. A letter confirming resources to be used from the DPIRD employees supervisor (People Leader) and the DPIRD Facilities Manager (if DPIRD facilities will be used) must be uploaded to this application.

<table>
<thead>
<tr>
<th>Person's name</th>
<th>Project role</th>
<th>Organisation</th>
<th>Project time</th>
<th>Rate ($/hour)</th>
<th>Rate ($) x Time Total</th>
<th>Grant contribution ($)</th>
<th>Applicant contribution ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tbody>
</table>

Whole hours only Must be a number. Whole numbers only Must be a dollar amount. This number/amount is calculated. Must be a dollar amount. Must be a dollar amount.

15.1 Total Grant Contribution

$0
This number/amount is calculated.

15.2 Total Applicant Contribution

$0
This number/amount is calculated.

16. Confirmation letters for use of DPIRD resources
Please add confirmation letters by uploading files below.
No files have been uploaded

17. Project financial spreadsheet

Each proposal must include a completed Financial Spreadsheet. The Financial Spreadsheet template is available from the Department of Primary Industries and Regional Development (DPIRD) - Horticulture Research Recovery Fund webpage. You can access the webpage by clicking on the following link: PIAG Guidelines.

Letters of support including commitments of cash and resources may also be uploaded here.

Please add supporting documents by uploading files below.

<table>
<thead>
<tr>
<th>Filename</th>
<th>File size</th>
</tr>
</thead>
<tbody>
<tr>
<td>GP Ayres and Sons Pty Ltd - Optical Sorter - PIAG_Financials.xlsx</td>
<td>27.2 kB</td>
</tr>
<tr>
<td>Prospectus_Potatoes_janv_2016_EN.pdf</td>
<td>2.3 MB</td>
</tr>
</tbody>
</table>

You have reached the end of the Potato Industry Assistance Grants application form. We recommend that you check your application carefully and that you have uploaded all relevant information before submitting. Please ensure that you press the 'Submit' button or this application will not be received by the Program Team. Applications must be received by the due date and time as the grant round closes automatically.
High-performance intelligent optical sorter

For washed AND unwashed potatoes!
Potato Industry Assistance Grants

Worksheet Overview

This Excel workbook supports the planning and definition of the project and financials for a grant under the Potato Industry Assistance grants program.

The four tabs provided below "Expenditure", "Income", "Project Benefits" and "Project Outputs" provide spaces to insert information relevant to the conduct of a project.

Financial information of three types is sought: grant, cash co-contribution, in-kind co-contribution.

The Expenditure sheet requests that the applicant think of their project in terms of delivering a number of high level outputs. The "Project Outputs" tab could be used to define the high level outputs for the Project.
## Potato Industry Assistance Grants

### Financial Work Sheet

**Planned Project Expenditure**

**Applicant:**

**Project Name:** Optical sorting Machine

**Project Number:** 1

### Output 1 - Confirm Contract

<table>
<thead>
<tr>
<th>Expenditure Name</th>
<th>FY 17/18</th>
<th>FY 18/19</th>
<th>Cash Co-contribution</th>
<th>In-kind Co-contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.1</td>
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</table>

Sub-total

### Output 2 - Importation Documentation

<table>
<thead>
<tr>
<th>Activity</th>
<th>FY 17/18</th>
<th>FY 18/19</th>
<th>Cash Co-contribution</th>
<th>In-kind Co-contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.1</td>
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</table>

Sub-total

### Output 3 - Install Sortop

<table>
<thead>
<tr>
<th>Expenditure Name</th>
<th>FY 17/18</th>
<th>FY 18/19</th>
<th>Cash Co-contribution</th>
<th>In-kind Co-contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.1</td>
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<td>3.2</td>
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<td>3.4</td>
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</tbody>
</table>

Sub-total

### Outputs 4 to 9 - Operation & Production

<table>
<thead>
<tr>
<th>Expenditure Name</th>
<th>FY 17/18</th>
<th>FY 18/19</th>
<th>Cash Co-contribution</th>
<th>In-kind Co-contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>4.1 Salaries</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>4.3 Operating</td>
<td></td>
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</tbody>
</table>

Sub-total

### Total

<table>
<thead>
<tr>
<th></th>
<th>FY 17/18</th>
<th>FY 18/19</th>
<th>Cash Co-contribution</th>
<th>In-kind Co-contribution</th>
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<tbody>
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Grand Total

**Total Project Size (CASH)**

**Total Project Size (CASH and in-kind)**

Project Matching Cash Funding Ratio:

Project Total Co-contribution ratio

Cash co-contributions must be at least equal to the grant value
# Potato Industry Assistance Grants

Financial Work Sheet

### Planned Project Income

<table>
<thead>
<tr>
<th></th>
<th>FY 17/18</th>
<th>FY 18/19</th>
<th>Total Grant Requested</th>
</tr>
</thead>
<tbody>
<tr>
<td>Applicant</td>
<td></td>
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</tr>
<tr>
<td>GP Ayres &amp; Sons Pty Ltd</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Project Name</td>
<td>#REF!</td>
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<td>Project Number</td>
<td>#REF!</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grant</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Minimum cash and in-kind</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Applicant contribution</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sub total</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Total Project Size
<table>
<thead>
<tr>
<th>Benefit</th>
<th>Benefit Name</th>
<th>Description of benefit</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Productivity</td>
<td>Improved productivity [Industry wide] - Efficient processing and quicker turn-around [tubers sorted, graded and into cool storage within two weeks: being 'optimum' timeframe]</td>
</tr>
<tr>
<td>2</td>
<td>Higher standard</td>
<td>Higher Standard/Quality - precision grading, improved quality of seed potato product - fewer defects</td>
</tr>
<tr>
<td>3</td>
<td>Uniform size and weight</td>
<td>Consistent product - Uniform size (esp. length and weight)</td>
</tr>
<tr>
<td>4</td>
<td>Reduced wastage</td>
<td>Reduced Wastage</td>
</tr>
<tr>
<td>5</td>
<td>Cost savings</td>
<td>Efficiency - Automation and labour saving - Sort into 6 grades in single pass, reduced re-work &amp; monotony</td>
</tr>
<tr>
<td>6</td>
<td>Competitiveness</td>
<td>Competitiveness at National and International level</td>
</tr>
<tr>
<td>7</td>
<td>Reputation and product confidence</td>
<td>Reputation and Product Confidence</td>
</tr>
<tr>
<td>8</td>
<td>Biosecurity</td>
<td>Improved Biosecurity/fewer diseases</td>
</tr>
<tr>
<td>9</td>
<td>Real time reporting</td>
<td>Instant statistics &amp; reporting/real time data collection</td>
</tr>
<tr>
<td>Who benefits</td>
<td>Start date</td>
<td>Calculated benefit</td>
</tr>
<tr>
<td>-----------------------------------------------------------------</td>
<td>------------</td>
<td>--------------------</td>
</tr>
<tr>
<td>WA Potato Industry, producer, grower and consumers</td>
<td>1/02/1919</td>
<td></td>
</tr>
<tr>
<td>Commercial Grower</td>
<td>1/02/2019</td>
<td></td>
</tr>
<tr>
<td>Commercial Grower</td>
<td>14/02/2019</td>
<td></td>
</tr>
<tr>
<td>Seed Potato producer</td>
<td>14/02/2019</td>
<td></td>
</tr>
<tr>
<td>Seed Potato producer</td>
<td>14/02/2019</td>
<td></td>
</tr>
<tr>
<td>WA Potato Industry, State and Commonwealth</td>
<td>28/02/2019</td>
<td></td>
</tr>
<tr>
<td>WA Potato Industry, producer, grower and consumers</td>
<td>4/03/2019</td>
<td></td>
</tr>
<tr>
<td>WA Potato Industry, State and Commonwealth</td>
<td>1/02/2019</td>
<td></td>
</tr>
<tr>
<td>Seed Potato producer WA Potato Industry</td>
<td>1/02/2019</td>
<td></td>
</tr>
</tbody>
</table>
Welcome to the Potato Industry Assistance Grants (PIAG)

* indicates a required field

Applicant Assessment Process

The selection of grant recipients will be via a two-stage process, summarised as follows:

- **Stage 1 - Pre-eligibility.** Applicants will be assessed to determine if they meet the pre-eligibility requirements. Applicants shortlisted will progress to Stage 2.
- **Stage 2 - Full Project Proposal.** Shortlisted applicants will have their project proposals assessed by an Independent Evaluation Panel (IAP). Recommendations will be approved by the Minister before announcements are made.

Your application

Please read each section and complete each question, as requested. It is recommended that you allow yourself time to review the application and submit it well before the due date.

**Reference Documents:** The PIAG guidelines document is available from the Department of Primary Industries and Regional Development (DPIRD) - Horticulture Research Recovery Fund webpage. You can access the webpage by clicking on the following link: [PIAG Guidelines](#).

For queries about the PIAG guidelines, deadlines or questions on this form, please contact Rohan Prince, DPIRD Director Horticultural Science and Industry Development, on (08) 9368 3210.

1. Eligibility

Before commencing your application applicants should check the PIAG guidelines document to determine if you are eligible to apply for the grant. After the call for applications has closed the Program Team will assess applications based on the responses to the questions during the pre-eligibility assessment stage.

1.1 Applicant Organisation Type

Only the following types of Western Australian (WA) based organisations are eligible to apply for PIAG funding.

- Organisations substantially engaged in the production, processing or marketing of potatoes; or
- Organisations that provide goods and services along potato supply and value chains.

Please identify which of these options describes your organisation. You can select multiple options *

- [ ] Potato production
- [ ] Potato processing
- [ ] Potato marketing
- [ ] Potato goods and services supply and value chain

1.2 Co-contributions

Only applicants and their co-contributors, if applicable, that can individually or collectively make a **total contribution in cash** of at least $1 for every $1 of grant funding obtained
from the PIAG fund can apply. Any cash co-contribution from applicants and collaborators cannot be derived from other State government monies. The minimum grant that you can apply for is $50,000 and the maximum is $200,000. The total PIAG fund pool is $500,000.

Will your organisation and co-contributors meet the cash co-contribution requirement? *
☐ Yes  ☐ No
No more than 1 choice may be selected.

Is any component of your cash co-contribution derived from other State government monies? *
☐ Yes  ☐ No
No more than 1 choice may be selected.

1.3 Registered applicant

The applicant (who will receive the grant funds, if successful) must be a WA based legal entity with an Australian Business Number (ABN) and registered for GST.

Please upload your Certificate of Incorporation and enter your ABN details below:

Filename PEMBERTON FRESH PTY LTD Certificate.pdf
File size 27.6 kB

ABN *
41 614 448 583

Information from the Australian Business Register

<table>
<thead>
<tr>
<th>ABN</th>
<th>41 614 448 583</th>
</tr>
</thead>
<tbody>
<tr>
<td>Entity name</td>
<td>Pemberton Fresh Pty Ltd</td>
</tr>
<tr>
<td>ABN status</td>
<td>Active</td>
</tr>
<tr>
<td>Entity type</td>
<td>Australian Private Company</td>
</tr>
<tr>
<td>Goods &amp; Services Tax (GST)</td>
<td>Yes</td>
</tr>
<tr>
<td>DGR Endorsed</td>
<td>No</td>
</tr>
<tr>
<td>ATO Charity Type</td>
<td>Not endorsed  More information</td>
</tr>
<tr>
<td>ACNC Registration</td>
<td>No</td>
</tr>
<tr>
<td>Tax Concessions</td>
<td>Yes</td>
</tr>
<tr>
<td>Main business location</td>
<td>6019 WA</td>
</tr>
</tbody>
</table>

Information current as at 12:00am yesterday
Must be an ABN.

Applicant Information

* indicates a required field

2. Applicant Information
Applicant organisation contact *
Pemberton Fresh

Applicant organisation contact Position *
Director

Applicant organisation contact Office Address *
475 Diamond Tree Road
Eastbrook WA 6260
Must be an Australian postcode.

Applicant organisation contact Office Phone Number *
0427 761 249
Must be an Australian phone number.

Applicant organisation contact Office Email
admin@pembertonfresh.com.au
Must be an email address.

Applicant organisation contact Postal Address *

Must be an Australian postcode.

Applicant organisation contact Mobile Phone Number
Must be an Australian phone number.

Applicant organisation contact Other Email
ben@pembertonfresh.com.au
Must be an email address.

Applicant organisation contact Primary Website
http://www.pembertonfresh.com.au
Must be a URL.

Project manager

Project manager Position

Project manager Office Phone Number
Must be an Australian phone number.

Project manager Mobile Phone Number
Must be an Australian phone number.

Project manager Primary Email
Must be an email address.
3. Project details

**Project Title** *
New Markets for Western Australian Potatoes

**Brief project description** *
The Project will develop an Export Registered Establishment with the intent of packing fresh WA potatoes for national and international markets. The Project will achieve vertical integration from the farm gate to a customer’s palate through controlling the entire supply chain (something which does not occur in the current market).

We have spent significant time researching local packaging (not washing) and storage of Western Australian potatoes, we have identified the options available locally are only suitable for very large scale producers, are not agile nor able to facilitate small volume innovative and often eco-friendly packaging designs.

Less than 100 words. This is the non-confidential short description of your proposed project.

**Start Date** *
01/04/2018
Must be a date.
Applicants should plan their project start date for 1 July 2018.

**End Date** *
31/03/2019
Must be a date.
Projects must, at the latest, be completed and final reports submitted by 31 March 2019. Projects can conclude within a shorter time-frame.

**A. Total Grant Amount Requested** *
$200,000
Must be a whole dollar amount (no cents).
Individual grant amounts available from minimum $50,000 up to $200,000 maximum.

**B. Applicant Cash Contribution** *
$450,000
Must be a whole dollar amount (no cents).

**C. Collaborator Cash Co-contributions**
$0
Must be a whole dollar amount (no cents). Enter ‘0’ or leave blank if no collaborators.

**D. Total Applicant and Collaborator Contributions**
$450,000
This number/amount is calculated.

**E. Total Project Funding (Grant, Applicant and Collaborators)**
$650,000
This number/amount is calculated.
4. Project purpose

4.1 What is the purpose of this project? *
The Project will develop an Export Registered Establishment and will pack fresh WA potatoes for national and international markets. The Project will enable an alternate sales channel for WA potato growers. The PIAG grant will contribute toward the purchase of packing equipment to meet the bespoke requirements of national and international customers, and leverage existing washing facilities available within the industry. The Project will provide an element of vertical integration and enable Pemberton Fresh to have greater control over its supply chain. The Project is planned for the metropolitan area given its location to major transport routes.

No more than 100 words

4.2 What are the benefits expected from this project? *
(a) An alternate sales channel for WA potato growers (not just the local market).
(b) Bespoke packaging equipment and design (not available in the current market).
(c) Providence branded product “Pemberton Fresh” (the Pemberton region is the largest potato growing region in the State).
(d) Increased export $ returns to the WA economy.
(e) Assist with retention of WA Potato growers and maintaining of local communities.
(f) Enable small volumes to be packed more frequently to meet customers bespoke needs (something not feasible for large volume wash packing establishments).

No more than 100 words

4.3 What are the key project outputs? *
(a) Procurement and installation of packing, and inspection equipment suitable for fresh potatoes, capable of handling [number] per annum.
(b) The Project will not include the installation of any washing equipment rather Pemberton Fresh will partner and use existing wash facilities within the industry.
(c) The Project will include the installation of a onsite cold storage facilities to accommodate up to [number] of fresh product at any one time with the development of inward and outward goods handling.
(d) Attainment of Registration as an Export Registered Establishment (approved by Department of Agriculture, Fisheries and Forestry) (Federal) to allow for exports from the facility.

No more than 200 words

4.4 Describe the methods used to produce each key output. *
The methods used to produce each key output:-
(a) Establishment of facility and suitable equipment: Pemberton Fresh has already developed relationships with key supplies of packing and inspection equipment, and working with them will acquire suitable equipment purchased for the planned export volume of [number] (target) per annum.
(b) Operational experience, technical knowhow and business acumen: the owners and officers of Pemberton Fresh have expertise complementary to the development and successful operation of such a facility including farming, accounting, finance, engineering and corporate law.

(c) Know-How and relationships: Pemberton Fresh has been working with existing potato wash facility owners and logistics operators in Western Australia to develop the supply chain for fresh potatoes from the farm to a customer a palate in an efficient manner in multiple countries.

(d) Expertise: Pemberton Fresh will ensure the design and construction of the facility is compliant with an Export Registered Establishment leveraging the skills and experience outlined above and knowledge developed in the course of working towards its first delivery of goods overseas.

4.5 What evidence do you have that the project is technically feasible and that the proposed methods are sound? *

Pemberton Fresh has invested significant time and money in working with the Australian Trade and Investment Commission (Austrade in ) and its customers for the past 12 MTHs to better understand the demand characteristics, end consumer and market dynamics.

The procurement and installation of packing, and inspection equipment, cold storage, and handling facilities is readily available and has been technically proven in other markets. The Project economics and returns indicate the Project is feasible and it is important for local growers to have choice if they wish to also sell excess fresh potato supply to markets other than the local market (e.g. benefit maybe to seed growers being effected by the recent Tomato Potato Psyllid).

4.6 Please describe how the project aligns with the focus and scope of the Potato Industry Assistance Grants (PIAG) program. *

Establishment of new processing or production facilities:-

The Project will develop an Export Registered Establishment with the intent of packing fresh WA potatoes for international markets but which can also be sold interstate.

Purchase of approved capital equipment, major infrastructure and specialist equipment:-

The Project will procure and install approved capital items including packing, and inspection equipment, cold storage, and handling equipment.

Improving the efficiency and alignment of businesses working together in supply and value chains:-

Pemberton Fresh will work directly with its suppliers (WA potatoes growers, logistic operators etc) and customers to optimise the supply chain and provide fresh potatoes into international markets in a timely manner we have been and continue to be focused on cutting edge technology in our potato production and we will bring this interest to this venture (we were early adopters of wireless water/moisture content sensors and are currently trialling drone spraying and the Internet of Things).

Value adding to existing agrifood products (future development):-

Pemberton Fresh will look to introduce “grab and go” style products as Phase 2 of the Project i.e. processes ready to cook the facility could also handle these products once produced. These proposed products have been discussed with key customers n who have indicated a strong interest.

Developing new market-focussed products:-
Pemberton Fresh works directly with its customers in delivering a bespoke package, marketing and product solutions specific for the market, and consumer opening new markets for potatoes for customers interested in premium products, in turn delivering higher returns to Western Australian farmers for their products.

No more than 600 words.

5. Project outputs

Please describe the outputs required to deliver the project in the table below:

<table>
<thead>
<tr>
<th>Output Number</th>
<th>Output name</th>
<th>Description</th>
<th>Start date</th>
<th>End date</th>
</tr>
</thead>
</table>

Please number sequentially. Must be a number. The tangible goods and services produced by the project. Must be a date. Must be a date.

6. Project benefits

Please describe the benefits to be delivered by the project in the table below:

<table>
<thead>
<tr>
<th>Benefit Number</th>
<th>Benefit name</th>
<th>Benefit description</th>
<th>Start date</th>
<th>Calculated benefit</th>
</tr>
</thead>
</table>


6.1 Calculated benefit total

This number/amount is calculated.

6.2 Calculate the overall benefit to be delivered by the project and state the assumptions used. *

Export Sales:-
Pemberton Fresh Year 2 target is to supply ________________ per annum at an average price of ________________.

WA Potato Growers:-
Pemberton Fresh will source its potatoes from WA growers.

Employment:-
Pemberton Fresh packing and inspection facility will employ ________________ as demand increases the ability to employee additional people will be considered.

No more than 600 words

7. Project evaluation

7.1 How will the project measure and evaluate progress towards capacity building to capture opportunities and address constraints? *

The project will take the following readings to enable to the operators to assesses performance:

(a) diversity of packaging options
(b) volume able to be stored at the facility depending upon the packaging options
(c) capacity used through the year (eg are there seasonal variations)
(d) conditions at the facility -
(e) inputs measurements such as costs and time required to operate storage facility to maintain appropriate temperatures for international export
(f) the quantity of Tonnes exported into various countries and Tonnes sourced from local WA Potato Growers.

(g) the price paid per Tonne to WA Potato Growers compared with local market returns.

(h) Pemberton Fresh will evaluate lead generation and customer growth activity in various markets.

No more than 200 words

7.2 How will the actual value generated by the project be measured in the Project Final Report? *

Pemberton Fresh will utilise standard industry financial and quantitative metrics to assess the value generated from the Project compared with the initial investment. Discounted cash flow will be used to assess the Net Present Value of the Project over a reasonable period of time (i.e. 5 years) to ensure the Project delivers returns greater than the initial investment and that there is a net benefit to the WA economy.

No more than 100 words

8. Project risks

Identify key risks that could jeopardise the realisation of the project benefits and outline how they will be managed.

<table>
<thead>
<tr>
<th>Risk number</th>
<th>Risk name</th>
<th>Risk description</th>
<th>Management plan</th>
</tr>
</thead>
</table>

Please number sequentially
Must be a number.

9. Project collaborators
Identify each collaborator in the project and the contribution they will make.

<table>
<thead>
<tr>
<th>Collaborator number</th>
<th>Collaborator name and details</th>
<th>Cash commitment (Y/N)</th>
<th>Letter of support (Y/N)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Pemberton Fresh</td>
<td>Y</td>
<td>Y</td>
</tr>
<tr>
<td>2</td>
<td>PIAG - Grant</td>
<td>Y</td>
<td>N</td>
</tr>
</tbody>
</table>

Please number sequentially Must be a number.

10. Stakeholders

10.1 Who are the stakeholders in the project and what is the communication plan?
The key stakeholders and communication plan associated with the project are:

Contractors and suppliers of capital equipment items:-
Clearly define scope of work and expected time frames of the project (email and/or telephone and/or meetings).

Department of Primary Industry and Regional Development:-
Attend to any further requests or presentations regarding the Project on a timely basis in a collaborative approach (email and/or telephone and/or meetings).

Potato Industry:-
Provide quarterly project status updates (email or meeting) to the Potato Growers Association CEO (for dissemination to the industry if considered appropriate).

WA Potato Growers:-
Promote the opportunity to existing growers (email and/or meetings).

International Customers:-
Provide ongoing dialogue and communicate the benefits of the new packing equipment (email and/or meetings (video conferencing and travel)).

No more than 200 words

11. Project budget (revenue)

<table>
<thead>
<tr>
<th>Source</th>
<th>Cash Year 1</th>
<th>Cash Year 2</th>
<th>Cash Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grant</td>
<td>$0</td>
<td>$200,000</td>
<td>$200,000</td>
</tr>
<tr>
<td>Applicant</td>
<td>$0</td>
<td>$450,000</td>
<td>$450,000</td>
</tr>
</tbody>
</table>

Insert: Grant, Applicant, Collaborator

Must be a dollar amount. Must be a dollar amount. This number/amount is calculated.

11.1 Project budget (revenue) total
$650,000
This number/amount is calculated.

12. Expenditure by output
## Output number

<table>
<thead>
<tr>
<th></th>
<th>Grant Year 1</th>
<th>Grant Year 2</th>
<th>Cash Year 1</th>
<th>Cash Year 2</th>
<th>Expenditure total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Please number sequentially</td>
<td>Must be a dollar amount.</td>
<td>Must be a dollar amount.</td>
<td>Applicant and collaborator contribution</td>
<td>Must be a dollar amount.</td>
<td>This number/amount is calculated.</td>
</tr>
</tbody>
</table>

### 12.1 Expenditure by output total

$650,000  
This number/amount is calculated.

### 13. Expenditure by type.

<table>
<thead>
<tr>
<th>Expenditure description</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>This number/amount is calculated.</td>
</tr>
</tbody>
</table>

### 13.1 Expenditure by type total

This number/amount is calculated.

### 14. Expenditure justification

Please justify each of the key expenditure items in the budget.

#### 14.1 Salaries

Pemberton Fresh packing and inspection facility will employ between people initially at an average wage of /person (including on-costs of ) with the intention to increase this as required based on additional demand for product.

No more than 200 words

#### 14.2 Travel

Travel consists of two components:
International travel working directly with customers

No more than 200 words. Note: Study tours and fact-finding missions are ineligible for PIAG funding.

14.3 Operating

No more than 200 words

14.4 Capital

Refer to detail spreadsheet for cost assumptions; in summary:-
Procurement + Installation (Packaging and inspection)
Construction (Cold Storage facility)
Export Licensing + Compliance

No more than 200 words. Refer to the PIAG guidelines regarding what is ineligible capital expenditure.

15. Project personnel

Insert the details of personnel to be used in this project. Note: Use of Department of Primary Industries and Regional Development (DPIRD) personnel and facilities requires written approval. A letter confirming resources to by used from the DPIRD employees supervisor (People Leader) and the DPIRD Facilities Manager (if DPIRD facilities will be used) must be uploaded to this application.

<table>
<thead>
<tr>
<th>Person's name</th>
<th>Project role</th>
<th>Organisation</th>
<th>Project time</th>
<th>Rate ($/hour)</th>
<th>Rate ($) x Time Total</th>
<th>Grant contribution ($)</th>
<th>Applicant contribution ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ben Della Vedova</td>
<td>Project Director</td>
<td>Pemberton Fresh</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Project Assistant</td>
<td>Pemberton Fresh</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Whole hours only Must be a number. Whole numbers only Must be a dollar amount. This number/amount is calculated. Must be a dollar amount. Must be a dollar amount.

15.1 Total Grant Contribution

$0
This number/amount is calculated.

15.2 Total Applicant Contribution

$62,500
This number/amount is calculated.
16. Confirmation letters for use of DPIRD resources

Please add confirmation letters by uploading files below.
No files have been uploaded

17. Project financial spreadsheet

Each proposal must include a completed Financial Spreadsheet. The Financial Spreadsheet template is available from the Department of Primary Industries and Regional Development (DPIRD) - Horticulture Research Recovery Fund webpage. You can access the webpage by clicking on the following link: PIAG Guidelines.
Letters of support including commitments of cash and resources may also be uploaded here.

Please add supporting documents by uploading files below.

<table>
<thead>
<tr>
<th>Filename</th>
<th>File size</th>
</tr>
</thead>
<tbody>
<tr>
<td>PIAG_Financials_Pemberton Fresh_Feb18.xlsx</td>
<td>31.8 kB</td>
</tr>
</tbody>
</table>

You have reached the end of the Potato Industry Assistance Grants application form. We recommend that you check your application carefully and that you have uploaded all relevant information before submitting. Please ensure that you press the 'Submit' button or this application will not be received by the Program Team. Applications must be received by the due date and time as the grant round closes automatically.
Potato Industry Assistance Grants

Worksheet Overview

This Excel workbook supports the planning and definition of the project and financials for a grant under the Potato Industry Assistance grants program.

The four tabs provided below "Expenditure", "Income", "Project Benefits" and "Project Outputs" provide spaces to insert information relevant to the conduct of a project.

Financial information of three types is sought: grant, cash co-contribution, in-kind co-contribution.

The Expenditure sheet requests that the applicant think of their project in terms of delivering a number of high level outputs. The "Project Outputs" tab could be used to define the high level outputs for the Project.
<table>
<thead>
<tr>
<th>Outputs</th>
<th>Output Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Procurement + Installation (Packaging and inspection)</td>
</tr>
<tr>
<td>2</td>
<td>Construction (Cold Storage facility)</td>
</tr>
<tr>
<td>3</td>
<td>Export Licensing</td>
</tr>
<tr>
<td>4</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
</tr>
<tr>
<td>Description</td>
<td>Total Cost</td>
</tr>
<tr>
<td>-------------</td>
<td>------------</td>
</tr>
<tr>
<td>Procurement and installation of capital items.</td>
<td>525,000</td>
</tr>
<tr>
<td>Design + construct of Cool Room facility.</td>
<td>100,000</td>
</tr>
<tr>
<td>Registration of facility to become a Registered Export Establishment</td>
<td>25,000</td>
</tr>
<tr>
<td>Benefit</td>
<td>Benefit Name</td>
</tr>
<tr>
<td>---------</td>
<td>-------------------</td>
</tr>
<tr>
<td>1</td>
<td>Export Sales</td>
</tr>
<tr>
<td>2</td>
<td>WA Potato Growers</td>
</tr>
<tr>
<td>3</td>
<td>Employment</td>
</tr>
<tr>
<td>4</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
</tr>
</tbody>
</table>
Description of benefit
The Project will enable the supply of additional quantities into the export market. The Project will enable growers to access an alternate market and relieve over supply in the local market. The Project will provide employment to operate at the facility and encourage growers to remain in the industry.
<table>
<thead>
<tr>
<th>Who benefits</th>
<th>Start date</th>
<th>Calculated benefit</th>
</tr>
</thead>
<tbody>
<tr>
<td>WA Economy</td>
<td>1-Apr-18</td>
<td>4,500,000</td>
</tr>
<tr>
<td>WA Potato Growers</td>
<td>1-Apr-18</td>
<td>1,275,000</td>
</tr>
<tr>
<td>Community</td>
<td>1-Jan-19</td>
<td>360,000</td>
</tr>
<tr>
<td>Applicant</td>
<td>Pemberton Fresh Pty Ltd</td>
<td></td>
</tr>
<tr>
<td>----------------------</td>
<td>--------------------------------------------------</td>
<td></td>
</tr>
<tr>
<td>Project Name</td>
<td>Packing and inspection facility</td>
<td></td>
</tr>
<tr>
<td>Project Number</td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Grant</th>
<th>FY 17/18</th>
<th>FY 18/19</th>
<th>Total Grant Requested</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Minimum cash and in-kind co-contribution required

<table>
<thead>
<tr>
<th>Applicant contribution</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Collaborator 1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Collaborator 2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Collaborator 3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Collaborator n</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Sub total              |                                      |                                      |
| Total Project Size     |                                      |                                      |
### Applicant:
Pemberton Fresh Pty Ltd

### Project Name:
Packing and inspection facility

### Project Number:
1

### Output 1

#### Packing and inspection equipment

<table>
<thead>
<tr>
<th>Item #</th>
<th>Description</th>
<th>Grant FY 17/18</th>
<th>Cash Co-contribution FY 17/18</th>
<th>Cash Co-contribution FY 18/19</th>
<th>In-kind Co-contribution FY 17/18</th>
<th>In-kind Co-contribution FY 18/19</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.1</td>
<td>DNL BT-1200 Bin Tipper</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.2</td>
<td>DNL FB-1800-800 Feed Belt</td>
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<td>1.3</td>
<td>DNL RT-2000-800 Roller Inspection Table</td>
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<td>1.4</td>
<td>DNL WC-250-2500 Waste Conveyor System</td>
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<td>1.5</td>
<td>DNL EC-5600-800 Elevating Conveyor</td>
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<td>1.6</td>
<td>DNL EF-2013 Evenflow Feeder</td>
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<td></td>
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</tr>
<tr>
<td>1.7</td>
<td>NEWTEC Weigher, Model 401SB2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.8</td>
<td>JASA 350 CM Continuous Motion Vertical Form Fill and Seal</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.9</td>
<td>NEWTEC BCW2400</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.10</td>
<td>NEWTEC QC90-2 “Checkpoint” Highspeed Checkweigher</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.11</td>
<td>DNL RB-1400 Rotary Packing Bowl</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.12</td>
<td>Mobilisation and installation</td>
<td></td>
<td></td>
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<td></td>
<td><strong>Sub-total</strong></td>
<td></td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

#### Output 2

- 2.1 Cold Storage Construction (estimate only)

#### Output 3

- 3.1 Export Licensing + Compliance (estimate only)

### Total

- **Grand Total**

### Project Matching Cash Funding Ratio:
- Cash co-contributions must be at least equal to the grant value

### Project Total Co-contribution ratio

- Total Project Size (CASH)
- Total Project Size (CASH and in-kind)
Potato Industry Assistance Grants 2017-18

Guidelines for Applicants

At a glance

A call for applications requesting funding from the Western Australian government’s Potato Industry Assistance Grants (PIAG) program will open on Monday 4 December 2017.

The deadline for submission of grant applications is exactly 12 noon (WST) Wednesday 31 January 2018.

The PIAG program will invest up to $500,000, with individual grants of between $50,000 and $200,000 available for projects that can deliver industry-wide benefits to the Western Australian potato industry.

Successful grant holders will be required to make a cash contribution to the project that matches the full amount of the PIAG grant on a dollar for dollar basis.

Funded projects must be completed by 31 March 2019.

The PIAG program will be managed by the Department of Primary Industries and Regional Development (DPIRD), with funds from Royalties for Regions.

PIAG program overview

The PIAG program is a key component of the $1.5 million Horticulture Research Recovery Fund, announced by the Minister for Primary Industries and Regional Development on 6 July 2017.

The purpose of the Horticulture Research Recovery Fund is to assist Western Australian growers to find new opportunities in international and domestic markets, and food processing.

The PIAG program is aimed at driving a return to profitability and growth of the Western Australian potato industry, as it seeks to recover from the devastating incursion of Tomato Potato Psyllid (TTP) in 2017.

The PIAG program will target projects capable of driving growth and competitiveness at enterprise, value chain level or whole of industry level in these broad areas:

World class production systems, characterised by:

- High yields
- Large operations
Proven/scalable systems

Efficient primary/wholesale/value-adding processing, characterised by:

- Efficiency and productivity
- At scale to be competitive in export markets

Eligibility criteria

- Applicants for PIAG funding must be a Western Australian-based legal entity with an Australian Business Number (ABN) and registered for GST that is capable of entering into a legally binding Funding Agreement with the Western Australian State Government, represented by the Department of Industry and Resources (DPIRD).
- Applicants must be substantially engaged in the production, processing or marketing of potatoes; or the provision of goods and services along potato supply and value chains.
- Applicants must make a firm commitment to provide cash contributions to the project that match the full amount of the PIAG grant on a dollar for dollar basis is essential.

Scope of the PIAG Program

The PIAG program grants must be used to build the Western Australian potato industry’s collective capacity for world class production and primary/wholesale/value-adding processing.

Grant funding from the PIAG program may be used for items/activities relevant to the scope of PIAG including, but not limited to:

- Upgrading of existing processing or production facilities
- Establishment of new processing or production facilities
- Purchase of approved capital equipment, major infrastructure and specialist equipment
- Identification, trial and demonstration of new technologies and innovations to generate real-time performance data under Western Australian conditions/
- Introducing proven scalable systems to drive towards world class production
- Increasing scale to drive towards international productivity benchmarks
- Improving the efficiency and alignment of businesses working together in supply and value chains
- Value adding to existing agrifood products
- Developing new market-focussed products
- Development of business cases that support attraction of new investment into the Western Australian potato industry supply/value chains
Out of Scope Activities

Grant funding from the PIAG program cannot be used for the activities listed below:

- Projects or activities that are not directly connected to the potato industry
- Study tours/fact finding missions
- Preparation of grant application materials
- Financial support for feasibility studies
- Core business expenses that are not directly related to carrying out the proposed project.
- Business entertainment expenses
- Protecting or patenting intellectual property
- Purchasing or repair of infrastructure or major equipment that could be considered part of normal business or ongoing operations, unless it is integral to delivery of the proposed project
- Purchase or repair of infrastructure or major equipment using more than 50 per cent of grant funding
- Purchasing or repair of infrastructure or major equipment situated outside of Western Australia

Preparing an application

Applications must contain sufficient information to demonstrate the proposed project:

- Aligns with the focus and scope of the Horticulture Research Recovery Fund and the PIAG program
- Is based on sound evidence and information
- Is well designed and technically feasible
- Has proponents with the capacity, capability and commitment to undertake the project successfully
- Will contribute to economic development and jobs growth in regional Western Australia.

Applications from eligible organisations must be submitted online using the SmartyGrants application form available at: [https://agric.smartygrants.com.au/](https://agric.smartygrants.com.au/)

To be considered for funding, completed applications must be submitted before 12 noon (WST) on Wednesday 31 January 2018. Please note the SmartyGrants system will close at automatically at exactly 12 noon (WST) and applicants will not be able to lodge an application after that time.

Applications received by other means will not be eligible for consideration. If there is a question over whether an application is deemed ineligible, this matter will be resolved by the responsible officer in DPRID. There will be no appeal regarding eligibility of late applications.
All applicants will be notified by email that their application has been received.

**Assessment and selection**

Successful projects will be selected through a competitive merit-based process.

Based on previous grant-awarding rounds managed by DPIRD it is expected that the PIAG program will be over-subscribed and highly competitive.

DPIRD will appoint an independent selection panel with suitable industry, technical and scientific expertise to assess the applications and make recommendations to DPRID’s Project Sponsor.

Conflict of interest issues will be assessed and managed for each project and each panel member. The information provided by applicants will be treated confidentially.

Projects may be funded wholly or partially, and may have conditions or recommendations attached that may need to be addressed before funding is released.

The Minister for Primary Industries and Regional Development is the final decision maker as to which applicants are awarded a PIAG grant.

All decisions on funding are final. All applicants will be notified in writing of the outcome of their application, and provided with feedback on request.

**Obligations of Grantees**

Applicants who are successful at receiving a PIAG grant will become Grantees and as such will be responsible for the delivery of the project from beginning to end as per the terms and conditions of their Funding Agreement with DPIRD.

Grantees will also be responsible for coordinating collaborators, if applicable, that the applicant has a relationship with for delivery of the project.

It is recommended that applicants enter into a Memorandum of Understanding (MOU), or other formal agreements, with their collaborators to ensure commitments relative to the project are upheld for the duration of the project.

**Further information**

Additional information can be found on the Department of Primary Industries and Regional Development website at [https://www.agric.wa.gov.au/hrf](https://www.agric.wa.gov.au/hrf)
Welcome to the Potato Industry Assistance Grants (PIAG)

* indicates a required field

Applicant Assessment Process

The selection of grant recipients will be via a two-stage process, summarised as follows:

- **Stage 1 - Pre-eligibility.** Applicants will be assessed to determine if they meet the pre-eligibility requirements. Applicants shortlisted will progress to Stage 2.
- **Stage 2 - Full Project Proposal.** Shortlisted applicants will have their project proposals assessed by an Independent Evaluation Panel (IAP). Recommendations will be approved by the Minister before announcements are made.

Your application

Please read each section and complete each question, as requested. It is recommended that you allow yourself time to review the application and submit it well before the due date.

**Reference Documents:** The PIAG guidelines document is available from the Department of Primary Industries and Regional Development (DPIRD) - Horticulture Research Recovery Fund webpage. You can access the webpage by clicking on the following link: PIAG Guidelines

For queries about the PIAG guidelines, deadlines or questions on this form, please contact Rohan Prince, DPIRD Director Horticultural Science and Industry Development, on (08) 9368 3210.

1. Eligibility

Before commencing your application applicants should check the PIAG Guidelines document to determine if you are eligible to apply for the grant. After the call for applications has closed the Program Team will assess applications based on the responses to the questions during the pre-eligibility assessment stage.

1.1 Applicant Organisation Type

Only the following types of Western Australian (WA) based organisations are eligible to apply for PIAG funding.

- Organisations substantially engaged in the production, processing or marketing of potatoes;
- Organisations that provide goods and services along potato supply and value chains.

Please identify which of these options describes your organisation. You can select multiple options *

☑ Potato production ☑ Potato processing ☑ Potato marketing ☑ Potato goods and services supply and value chain

1.2 Co-contributions

Only applicants and their co-contributors, if applicable, that can individually or collectively make a total contribution in cash of at least $1 for every $1 of grant funding obtained
from the PIAG fund can apply. Any cash co-contribution from applicants and collaborators cannot be derived from other State government monies. The minimum grant that you can apply for is $50,000 and the maximum is $200,000. The total PIAG fund pool is $500,000.

Will your organisation and co-contributors meet the cash co-contribution requirement? *
☐ Yes  ☐ No
No more than 1 choice may be selected.

Is any component of your cash co-contribution derived from other State government monies? *
☐ Yes  ☐ No
No more than 1 choice may be selected.

1.3 Registered applicant

The applicant (who will receive the grant funds, if successful) must be a WA based legal entity with an Australian Business Number (ABN) and registered for GST.

Please upload your Certificate of Incorporation and enter your ABN details below:

<table>
<thead>
<tr>
<th>Filename</th>
<th>Certificate of Registration - Fox Farming.pdf</th>
</tr>
</thead>
<tbody>
<tr>
<td>File size</td>
<td>540.2 kB</td>
</tr>
</tbody>
</table>

**ABN**

| ABN | 83 312 469 205 |

Information from the Australian Business Register

| ABN | 83 312 469 205 |
| Entity name | The Trustee for The Fox Family Trust |
| ABN status | Active |
| Entity type | Discretionary Trading Trust |
| Goods & Services Tax (GST) | Yes |
| DGR Endorsed | No |
| ATO Charity Type | Not endorsed  [More information](#) |
| ACNC Registration | No |
| Tax Concessions |  |
| Main business location | 6285 WA |

Information current as at 12:00am on 14 Feb

**Applicant Information**

* indicates a required field

2. Applicant Information
Applicant organisation contact *
Fox Farming Pty Ltd

Applicant organisation contact Position *
Director

Applicant organisation contact Office Address *
2616 Milyeannup Coast Road
Scott River East WA 6275
Must be an Australian postcode.

Applicant organisation contact Office Phone Number *
0499 887 202
Must be an Australian phone number.

Applicant organisation contact Office Email
pfox@foxfarming.net
Must be an email address.

Applicant organisation contact Postal Address *
PO Box 1354
Margaret River WA 6285
Must be an Australian postcode.

Applicant organisation contact Mobile Phone Number
0499 887 202
Must be an Australian phone number.

Applicant organisation contact Other Email
Must be an email address.

Applicant organisation contact Primary Website
http://www.foxfarms.com.au
Must be a URL.

Project manager
Mr Patrick Fox

Project manager Position
Director

Project manager Office Phone Number
0499 887 202
Must be an Australian phone number.

Project manager Mobile Phone Number
0499 887 202
Must be an Australian phone number.

Project manager Primary Email
pfox@foxfarming.net
Must be an email address.
Project Information

* indicates a required field

3. Project details

**Project Title**
Installation of a New Potato Washing/Grading/Packing Line in [location]

**Brief project description**
To install a custom-built potato washing/grading/packing line in our existing packing shed in [location] to enable supply of high quality washed and/or brushed ware potatoes to the Singapore market and beyond.
Less than 100 words. This is the non-confidential short description of your proposed project.

**Start Date**
01/07/2018
Must be a date.
Applicants should plan their project start date for 1 July 2018.

**End Date**
31/03/2019
Must be a date.
Projects must, at the latest, be completed and final reports submitted by 31 March 2019. Projects can conclude within a shorter time-frame.

**A. Total Grant Amount Requested**
$142,433
Must be a whole dollar amount (no cents).
Individual grant amounts available from minimum $50,000 up to $200,000 maximum.

**B. Applicant Cash Contribution**
$162,833
Must be a whole dollar amount (no cents).

**C. Collaborator Cash Co-contributions**
$0
Must be a whole dollar amount (no cents).
Enter '0' or leave blank if no collaborators.

**D. Total Applicant and Collaborator Contributions**
$162,833
This number/amount is calculated.

**E. Total Project Funding (Grant, Applicant and Collaborators)**
$305,266
This number/amount is calculated.

Project fundamentals, resources and financials

* indicates a required field
4. Project purpose

4.1 What is the purpose of this project? *
Fox Farming has an in-principle agreement to supply ____ tonnes of ware potatoes per annum to __________, one of the leading fresh produce suppliers in ______________. Established in 1972, __________ now supplies to a wide range of wholesalers and supermarkets across __________.

Traditionally, ware potatoes have been a small part of potato exports from WA. Markets like __________ are typically premium niche markets that demand a product of high quality and integrity to be viable. To meet these standards we plan to install a new washing/grading/packing line designed to export quality standards in our facility in __________.

No more than 100 words

4.2 What are the benefits expected from this project? *
The main benefit is export revenue to WA of ____ (at current prices) from the export of ____ tonnes per week on average of quality ware potatoes to __________.

____ growers across WA will be contracted to supply to this market all year round, thereby reducing oversupply in the domestic market.

The project will initially create ____ jobs in __________, rising to ____ over time.

The project will enhance the capacity of the industry to sustain export opportunities by bringing growers together to improve their efficiency and alignment in the supply chain.

No more than 100 words

4.3 What are the key project outputs? *
The key output from this project will be a new fully functioning integrated washing/grading/packing line in our facility in __________. It is designed to meet the stringent quality standards required to be met in the __________ market. This line will comprise a number of components as follows:

Installation of the washing/grading/packing line will guarantee the ____ tonnes of ware potatoes to be delivered to __________ meet its rigorous quality standards. It will also enable us to confidently explore export opportunities for ware potatoes in other __________ markets, knowing we can deliver export quality product to niche premium markets.

No more than 200 words

4.4 Describe the methods used to produce each key output. *
As noted in Section 4.3, the key output for this project is a washing/grading/packing line in our facility in __________ which is centrally located within the potato growing regions of WA and serviced with power and water.
The other essential components of the facility (listed in Section 4.3) will be purchased as "off the shelf" equipment from [Redacted], a leading Australian supplier of fresh fruit and vegetable grading and packaging equipment (Quotations attached).

Patrick Fox (Fox Farming) will act as Project Manager. [Redacted] of our personnel will be engaged in the plumbing and fitout of the plant.

4.5 What evidence do you have that the project is technically feasible and that the proposed methods are sound? *

As mentioned previously, the ware market demands rigorous quality standards. The new washing/grading/packing line will ensure product that meets those standards.

Our Engineers - [Redacted] - are experienced in designing and manufacturing specialised equipment for the horticultural industry and have prepared initial designs for the main component - [Redacted]. We have used this company on many occasions and their products have always met all specifications.

The other components, as listed above in 4.3, are equipment that have been widely used in Australia and overseas for grading and packaging of fresh fruit and vegetables for some time.

The new integrated washing/grading/packing line will be located inside our facility in [Redacted], which has been operating for some years and has good access to both water and power.

The facility is central to the potato growing areas from which the product will be sourced ( [Redacted] ). This location will minimise the transport costs of delivery of product to the facility.

We are confident that the project is technically feasible in its design and engineering capability, as well as logistically feasible due to its geographic location.

4.6 Please describe how the project aligns with the focus and scope of the Potato Industry Assistance Grants (PIAG) program. *

This project aligns with many of the key elements of the PIAG Program.

1. We are an experienced grower, wash/packer and exporter of potatoes, and have the commitment and capacity to see the project to its conclusion.
2. As outlined in Section 4.4 the equipment to be used is well designed and fit-for-purpose.
3. The project will add to the quality of the existing infrastructure in the potato industry via the establishment of new enhanced specialist processing capabilities.
4. It will add value to the supply and value chains as it will involve up to [Redacted] potato growers (including ourselves) working together through a single export entity, demanding consistent quality and supply. By utilising the product of those widely dispersed growers, this integrated project will assist in achieving economies of scale, thus increasing international competitiveness and increased returns to growers.
5. It will develop a new market for the export of Western Australian ware potatoes to [Redacted], and potentially to [Redacted] markets once the [Redacted] market is operating successfully.
6. It will bring benefits across the breadth of the potato growing regions as arrangements are being put in place with up to [Redacted] growers initially (excluding the applicant who will also supply product), specifically chosen from all parts of that region to ensure year round...
delivery of a quality product. This will provide a level of surety for those growers in an industry which has faced a number of significant challenges in recent times.

6. It will immediately create up to new jobs in adding to the economic base of this regional town, which is of particular value as it seeks to rebuild from the effects of the recent devastating bush fires.

No more than 600 words.

5. Project outputs

Please describe the outputs required to deliver the project in the table below:

<table>
<thead>
<tr>
<th>Output Number</th>
<th>Output name</th>
<th>Description</th>
<th>Start date</th>
<th>End date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>The tangible goods and services produced by the project.</td>
<td></td>
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</tr>
</tbody>
</table>

Please number sequentially. Must be a number.

6. Project benefits

Please describe the benefits to be delivered by the project in the table below:

<table>
<thead>
<tr>
<th>Benefit Number</th>
<th>Benefit name</th>
<th>Benefit description</th>
<th>Start date</th>
<th>Calculated benefit</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
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</tbody>
</table>
6.1 Calculated benefit total

This number/amount is calculated.

6.2 Calculate the overall benefit to be delivered by the project and state the assumptions used. *

1. Export of Ware Potatoes

At current prices the sale of ware potatoes to [redacted] will realise export revenue to WA of [redacted]. The net present value of this revenue over [redacted] is based on the initial supply of [redacted] tonnes per week on average [redacted] at a price of around [redacted]. The total return to growers is expected to be around [redacted]. This figure is based on a supply price to growers of [redacted], which compares with the current domestic price of around $350 per tonne.

The sale of ware potatoes to [redacted] will absorb some of the surplus production that has arisen since deregulation. This will serve to stabilise returns to growers.

There is potential for this market to expand and also the possibility of additional markets in [redacted]. Initial discussions with the WA Trade Office in Dubai have been positive. However, we have not attempted to quantify these potential markets as market development is still in the early stages.

2. New Jobs

The project will deliver [redacted] new jobs in the [redacted] area, with the potential to increase to [redacted] over time. Based on an annual after-tax wage of [redacted] this represents an additional gross income of between [redacted] and [redacted] per annum in the [redacted] area. This is a direct benefit and does not include the indirect or multiplier impacts arising from the additional jobs.

3. Enhanced Industry Capacity

The benefit of the enhanced capacity of the industry to deliver on new export opportunities is not quantified in dollar terms, but is embodied in the calculated benefit 1 above.

No more than 600 words
7. Project evaluation

7.1 How will the project measure and evaluate progress towards capacity building to capture opportunities and address constraints? *
The commissioning of the washing/grading/packing line in our facility including the creation of up to new jobs, will be the first measure of progress towards capacity building as it will enhance the capacity of the WA potato industry to capture export opportunities for ware potatoes in niche premium markets and overcome supply constraints. The second measure will be the number of growers from across the breadth of the WA potato growing region that contract with us to supply product for the export market. This is expected to be around growers and will assist growers to engage in the export of ware potatoes.

7.2 How will the actual value generated by the project be measured in the Project Final Report? *
The actual value generated by the project will be realised once the export of ware potatoes to has commenced (expected in ), and then for as long as exports continue and expand. Hence, the actual value in dollar terms generated by the project will not be available for inclusion in the . However, the report will include projections of export sales, the number of growers contracted to supply ware potatoes for export, and additional jobs as described in Section 6.2.

Additional non-quantifiable benefits will be identified in the Project Final Report

No more than 100 words

8. Project risks

Identify key risks that could jeopardise the realisation of the project benefits and outline how they will be managed.

<table>
<thead>
<tr>
<th>Risk number</th>
<th>Risk name</th>
<th>Risk description</th>
<th>Management plan</th>
</tr>
</thead>
<tbody>
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</tbody>
</table>
9. Project collaborators

Identify each collaborator in the project and the contribution they will make.

<table>
<thead>
<tr>
<th>Collaborator number</th>
<th>Collaborator name and details</th>
<th>Cash commitment (Y/N)</th>
<th>Letter of support (Y/N)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
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Please number sequentially. Must be a number.

10. Stakeholders

10.1 Who are the stakeholders in the project and what is the communication plan?

The key stakeholders in this project will be:

- Fresh potato growers from around the WA potato growing regions, who will supply product to us for export under contract. It is anticipated the number of growers contracted will be.
- The potato industry more generally, including seed and processing potato growers, transport and logistics companies, machinery dealers and fertiliser and chemical suppliers.
The stakeholder communication will be through detailed contracts with individual growers detailing production and quality specifications, delivery times, transport arrangements and other related matters. When appropriate the project will be publicised in industry magazines, newsletters and local newspapers, and social media. One of the aims of the stakeholder communication will be to advise growers of the opportunities in the fresh potato export market (including both benefits and risks) and encourage their participation in servicing this market.

The commissioning of the new line will also be widely publicised through local and State-wide media outlets. Key milestones such as the first exports to [insert country] will also be publicised.

No more than 200 words

11. Project budget (revenue)

<table>
<thead>
<tr>
<th>Source</th>
<th>Cash Year 1</th>
<th>Cash Year 2</th>
<th>Cash Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Insert: Grant, Applicant, Collaborator</td>
<td>Must be a dollar amount.</td>
<td>Must be a dollar amount.</td>
<td>This number/amount is calculated.</td>
</tr>
</tbody>
</table>

11.1 Project budget (revenue) total

$305,266

This number/amount is calculated.

12. Expenditure by output

<table>
<thead>
<tr>
<th>Output number</th>
<th>Grant Year 1</th>
<th>Grant Year 2</th>
<th>Cash Year 1</th>
<th>Cash Year 2</th>
<th>Expenditure total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Please number sequentially Must be a number.</td>
<td>Must be a dollar amount.</td>
<td>Must be a dollar amount.</td>
<td>Applicant and collaborator contribution Must be a dollar amount.</td>
<td>Applicant and collaborator contribution Must be a dollar amount.</td>
<td>This number/amount is calculated.</td>
</tr>
</tbody>
</table>

12.1 Expenditure by output total

This number/amount is calculated.

13. Expenditure by type.

<table>
<thead>
<tr>
<th>Expenditure description</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Total</th>
</tr>
</thead>
</table>

Page 11 of 14
13.1 Expenditure by type total

This number/amount is calculated.

14. Expenditure justification

Please justify each of the key expenditure items in the budget.

14.1 Salaries

No more than 200 words

14.2 Travel

No more than 200 words. Note: Study tours and fact-finding missions are ineligible for PIAG funding.

14.3 Operating

No more than 200 words

No more than 200 words. Refer to the PIAG guidelines regarding what is ineligible capital expenditure.

15. Project personnel

Insert the details of personnel to be used in this project. Note: Use of Department of Primary Industries and Regional Development (DPIRD) personnel and facilities requires written approval. A letter confirming resources to be used from the DPIRD employees supervisor (People Leader) and the DPIRD Facilities Manager (if DPIRD facilities will be used) must be uploaded to this application.
### Person's name | Project role | Organisation | Project time | Rate ($/hour) | Rate ($) x Time Total | Grant contribution ($) | Applicant contribution ($) |
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>Whole hours only Must be a number.</td>
<td>Whole numbers only Must be a dollar amount.</td>
<td>This number/amount is calculated.</td>
<td>Must be a dollar amount.</td>
<td>Must be a dollar amount.</td>
</tr>
</tbody>
</table>

15.1 Total Grant Contribution

This number/amount is calculated.

15.2 Total Applicant Contribution

This number/amount is calculated.

16. Confirmation letters for use of DPIRD resources

Please add confirmation letters by uploading files below.

No files have been uploaded

17. Project financial spreadsheet

Each proposal must include a completed Financial Spreadsheet. The Financial Spreadsheet template is available from the Department of Primary Industries and Regional Development (DPIRD) - Horticulture Research Recovery Fund webpage. You can access the webpage by clicking on the following link: PIAG Guidelines.

Letters of support including commitments of cash and resources may also be uploaded here.

Please add supporting documents by uploading files below.

<table>
<thead>
<tr>
<th>Filename</th>
</tr>
</thead>
<tbody>
<tr>
<td>RPC Crate Batcher-Filler.pdf</td>
</tr>
</tbody>
</table>
You have reached the end of the Potato Industry Assistance Grants application form. We recommend that you check your application carefully and that you have uploaded all relevant information before submitting. Please ensure that you press the 'Submit' button or this application will not be received by the Program Team. Applications must be received by the due date and time as the grant round closes automatically.
QUOTATION:  
7th February 2018

Patrick Fox

Johnstone Rd,  
Yarloop, WA 6219

Mob: 0499 887202  
Email: pfox@foxfarming.net

Attention: Patrick Fox

Dear Patrick,

Further to our recent phone discussion, please find the attached quotation for your perusal to supply a minibagger RPC filling system.

We trust that the attached information meets with your requirements. Please do not hesitate to contact us should you require further information or clarification.

Thank you, for the opportunity to present our company and products and we look forward to discussing your requirements in more detail in the not too distant future.

Yours Sincerely
The new concept edp Batchr is fitted with new electronics that are CE approved and can be weights and measurement approved. Feedback from customers has been that the new electronics are more accurate than past machines.

The concept will be based on the same hopper feed system as the [REDACTED] electrobagger, which will feed the product into a weigh hopper with a maximum capacity of [REDACTED]. Once set weight has been achieved the product will then be discharged to the automatic carton indexing system.

- Crate indexing system.

- PLC controlled.
- Infeed and outfeed belts.
- Pusher arm.
- Fully automatic and interfaced to batcher.

- [REDACTED] RPC batcher

Crating of weighing & infeed unit for freight

Specifications
Dear Patrick,

Further to our recent phone discussion, please find the attached quotation for your perusal to supply 1 x electrobagger.

Please browse the link below to read more:

We trust that the attached information meets with your requirements. Please do not hesitate to contact us should you require further information or clarification.

Thank you, for the opportunity to present our company and products and we look forward to discussing your requirements in more detail in the not too distant future.

Yours Sincerely
Electrobagger: The evolution continues as one of the world’s most used baggers. Now offers even more production and reliability than ever before.

The electronics have been simplified and made more user friendly for the operator. The electronic weighing and monitoring has been enhanced and further developed to increase the reliability and service life. The new electronic-bagger is fully mobile.

INVESTMENT PRICE

Crating

TOTAL INVESTMENT
**Payment terms:**

To enable us to proceed and place an order on the manufacturer could you please sign the attached Order Acceptance Form and return to us. As per our terms and conditions of sale, we will also need to secure from you, an initial deposit of [ ], with the balance payable prior to dispatch from our factory at Mooroopna.

- Deposit Amount
- Payable prior to dispatch [ ]

**Prices:**

Prices shown on the attached schedule are net, delivered to port in Australian dollars. Price does not include inland freight, any duty or clearance changes that may be applicable.

Prices are based on total bid order placement. Should we not be favoured with a complete order as quoted, we reserve the right to review and confirm our pricing.

Prices are exclusive of GST and are exclusive of any customs import duty that may be applicable.

**Goods and Services Tax (GST):**

Pricing does not include goods and services tax (GST); all charges will be to the purchasers account.

**Quotation Validity:**

This quotation is valid for 30 days from the date of this quotation, thereafter subject to review and confirmation.

**Warranty:**

- [ ] will transfer (back to back) all warranties (12 months) that have been provided by the original equipment manufacturer or alternatively one season of operation from the date of installation (depending on application). [ ] will replace faulty parts and or poor workmanship as a result of [ ] manufacture.

  **Freight in all cases is the responsibility of the customer.**

**Performance Guarantee’s**

[ ] will guarantee the functionality and performance of these components and systems but is subject to product condition and properties which are outside the control of [ ] and cannot be responsible for the functionality of any existing plant and equipment that is currently present on site.

**Delivery Time:**

- Delivery is ex works [ ] – subject to prior sale
- Build time = 8 weeks from receipt of Order Acceptance & receipt of security deposit

**Delivery Terms:**

- Frequent not included.

**Installation:**

- Not Included
We confirm that our offer is based on Terms and Conditions of sale as stated within this proposal. Orders are accepted on this basis.

Please acknowledge by return, your acceptance of the Information, Documentation, and Quotation Conditions as outlined in our proposal.

Please provide us with a copy of your Official Order Number together with this “Order Acceptance” form, signed and dated in the spaces provided below.

We will be happy to provide you with our Bank Account details so that funds may be electronically transferred into our account.

Date:

Order Number: (Copy Attached)

Signed on Behalf of:

Please Print Name:

Order accepted and signed as per our quotation on behalf of
Dear Patrick,

Further to our recent phone discussion, please find the attached quotation for your perusal to supply 2 x gooseneck bin filling units. These units come as a plug in appliance and require outlet as well as a clean and dry compressed air supply of.

Please browse the link below to read more:

We trust that the attached information meets with your requirements. Please do not hesitate to contact us should you require further information or clarification.

Thank you, for the opportunity to present our company and products and we look forward to discussing your requirements in more detail in the not too distant future.

Yours Sincerely
The bin filler is a semi automatic operation where the gooseneck is lowered by an operator into the empty bin. Once it starts filling, a photoeye senses the product and raises the elevator until the bin is full. An operator must then remove the full bin, replace it with an empty one, lower the boom into the bin once more and press the start button.

All framework would be made from mild steel powder coated material with a

The main lift cylinder is operated via compressed air and requires

The electrical control panel is easily accessed from the front of the machine as shown above.

2 x Gooseneck Bin Fillers:

*Freight not included.
Payment terms:
To enable us to proceed and place an order on the manufacturer could you please sign the attached Order Acceptance Form and return to us. As per our terms and conditions of sale, we will also need to secure from you, an initial deposit of with the balance payable prior to dispatch from our factory at Mooroopna.

Deposit Amount
Payable prior to dispatch from

Prices:
Prices shown on the attached schedule are net, delivered to port in Australian dollars. Price does not include inland freight, any duty or clearance changes that may be applicable.

Prices are based on total bid order placement. Should we not be favoured with a complete order as quoted, we reserve the right to review and confirm our pricing.

Prices are exclusive of GST and are exclusive of any customs import duty that may be applicable.

Goods and Services Tax (GST):
Pricing does not include goods and services tax (GST); all charges will be to the purchasers account.

Quotation Validity:
This quotation is valid for 30 days from the date of this quotation, there after subject to review and confirmation.

Warranty:
- will transfer (back to back) all warranties (12 months) that have been provided by the original equipment manufacturer or alternatively one season of operation from the date of installation (depending on application) will replace faulty parts and or poor workmanship as a result of manufacture.

Freight in all cases is the responsibility of the customer.

Performance Guarantee's
will guarantee the functionality and performance of these components and systems but is subject to product condition and properties which are outside the control of and cannot be responsible for the functionality of any existing plant and equipment that is currently present on site.

Delivery Time:
- 8 weeks from receipt of Order Acceptance & receipt of security deposit

Delivery Terms:
- Freight not included.

Installation:
- Not Included
Order Acceptance

We confirm that our offer is based on Terms and Conditions of sale as stated within this proposal. Orders are accepted on this basis.

Please acknowledge by return, your acceptance of the Information, Documentation, and Quotation Conditions as outlined in our proposal.

Please provide us with a copy of your Official Order Number together with this “Order Acceptance” form, signed and dated in the spaces provided below.

We will be happy to provide you with our Bank Account details so that funds may be electronically transferred into our account.

Date:

Order Number: (Copy Attached)

Signed on Behalf of:

Please Print Name:

Order accepted and signed as per our quotation on behalf of
Patrick Fox

Johnstone Rd,
Yarloop, WA 6219

Mob: 0499 887202
Email: pfox@foxfarming.net

Attention: Patrick Fox

RE: Minibagger complete with Reversing Belt

Dear Patrick

Further to our recent phone discussion, please find the attached quotation for your perusal.

We trust that the attached information meets with your requirements. Please do not hesitate to contact us should you require further information or clarification.

Thank you, for the opportunity to present our company and products and we look forward to discussing your requirements in more detail in the not too distant future.

Yours Sincerely
Specifications

The Minibagger is a conventional weighing machine, which means accuracy is reliant on the last piece of product to fall in.

You can view more information on the Minibagger via the website link below:
RE: Minibagger complete with Reversing Belt

**Pricing Summary:**

**TOTAL SYSTEM INVESTMENT**

$26,700.00 + G.S.T

**Payment terms:**

To enable us to proceed and place an order on the manufacturer, could you please sign the attached Order Acceptance Form and return to us. As per our terms and conditions of sale, we will also need to secure from you, an initial deposit of [insert amount], with the balance payable prior to dispatch from our factory at Mooroopna.

[Deposit Amount]

Payable prior to dispatch from [insert location]

**Prices:**

Prices shown on the attached schedule are net, delivered to port in Australian dollars. Price does not include inland freight, any duty or clearance changes that may be applicable.

Prices are based on total bid order placement. Should we not be favoured with a complete order as quoted, we reserve the right to review and confirm our pricing.

Prices are exclusive of GST and are exclusive of any customs import duty that may be applicable.

**Goods and Services Tax (GST):**

Pricing does not include goods and services tax (GST); all charges will be to the purchaser's account.

**Quotation Validity:**

This quotation is valid for 30 days from the date of this quotation, there after subject to review and confirmation.

**Warranty:**

- [insert manufacturer] will transfer (back to back) all warranties (12 months) that have been provided by the original equipment manufacturer or alternatively one season of operation from the date of installation (depending on application) [insert manufacturer] will replace faulty parts and or poor workmanship as a result of manufacture.

**Freight in all cases is the responsibility of the customer.**

**Performance Guarantee's**

[insert manufacturer] will guarantee the functionality and performance of these components and systems but is subject to product condition and properties which are outside the control of [insert manufacturer] and cannot be responsible for the functionality of any existing plant and equipment that is currently present on site.
Delivery Time:
- 1 unit available ex stock (unless sold prior) build time = 6-8 weeks

Delivery Terms:
- Freight not included.

Installation:
- Not Included

---

**Order Acceptance**

We confirm that our offer is based on [Terms and Conditions of sale as stated within this proposal. Orders are accepted on this basis.](#)

Please acknowledge by return, your acceptance of the Information, Documentation, and Quotation Conditions as outlined in our proposal.

Please provide us with a copy of your Official Order Number together with this “Order Acceptance” form, signed and dated in the spaces provided below.

We will be happy to provide you with our Bank Account details so that funds may be electronically transferred into our account.

Date:

Order Number: (Copy Attached)

Signed on Behalf of:

Please Print Name:

Order accepted and signed as per our quotation on behalf of [ ]
Dear Director General,

It is my pleasure to write a letter of support for Fox Farms grant application submitted to the West Australian government.

My name is [REDACTED]. Our company imports [REDACTED] of fresh potatoes into [REDACTED] per annum. My understanding is Fox Farms is applying for government assistance to purchase a custom designed wash packing plant for potatoes.

Western Australia is ideally located to supply high volumes of quality fresh potatoes into the [REDACTED] WA produce is of high demand due to its renowned clean status and I fully support Fox Farms innovation and their endeavour to seek government assistance in seeing their vision come to fruition.

In my opinion this will benefit the Western Australian potato industry as a whole through initiating export growth within the market, and building stronger relationships between [REDACTED] and Western Australia.

Yours faithfully,
Potato Industry Assistance Grants

Worksheet Overview

This Excel workbook supports the planning and definition of the project and financials for a grant under the Potato Industry Assistance grants program.

The four tabs provided below "Expenditure", "Income", "Project Benefits" and "Project Outputs" provide spaces to insert information relevant to the conduct of a project.

Financial information of three types is sought: grant, cash co-contribution, in-kind co-contribution.

The Expenditure sheet requests that the applicant think of their project in terms of delivering a number of high level outputs. The "Project Outputs" tab could be used to define the high level outputs for the Project.
<table>
<thead>
<tr>
<th>Outputs</th>
<th>Output Name</th>
<th>Description</th>
<th>Total Cost</th>
<th>Start Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Grading/washing/packing</td>
<td>1 facility</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>4</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>5</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
End Date

31/03/2018
<table>
<thead>
<tr>
<th>Benefit</th>
<th>Benefit Name</th>
<th>Description of benefit</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>New Jobs</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Enhanced Industry</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Capacity</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Who benefits</td>
<td>Start date</td>
<td>Calculated benefit</td>
</tr>
<tr>
<td>------------------------------------------------------------------------------</td>
<td>------------</td>
<td>--------------------</td>
</tr>
<tr>
<td>Fox Farming Pty Ltd and the 11 growers supplying product to Fox Farming. Companies supplying seed, fertiliser, chemicals and transport services</td>
<td>1-Oct-18</td>
<td>$39,750,000</td>
</tr>
<tr>
<td>The town of Yarloop and the immediate surrounds due to the increase in employment and income and the subsequent direct and indirect economic impacts on local businesses arising from increased spending</td>
<td>1-Sep-18</td>
<td>$12,512,000</td>
</tr>
<tr>
<td>Individual growers and the potato industry more generally</td>
<td>1-Sep-18</td>
<td></td>
</tr>
</tbody>
</table>

The value of this benefit is embodied in Benefit 1.
## Potato Industry Assistance Grants

### Financial Work Sheet

#### Planned Project Income

<table>
<thead>
<tr>
<th>Applicant</th>
<th>Fox Farming Pty Ltd</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Name</td>
<td>Installation of New Potato Washing/Grading/Packing Line in Yarloop</td>
</tr>
<tr>
<td>Project Number</td>
<td>PIAG 2017-1807</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Grant</th>
<th>FY 17/18</th>
<th>FY 18/19</th>
<th>Total Grant Requested</th>
</tr>
</thead>
</table>

Minimum cash and in-kind co-contribution:

- **Applicant contribution**
- **Collaborator 1**
- **Collaborator 2**
- **Collaborator 3**
- **Collaborator n**

<table>
<thead>
<tr>
<th>Sub total</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td></td>
</tr>
</tbody>
</table>

## Total Project Size
Applicant: Fox Farming Pty Ltd
Project Name: Installation of New Potato Washing/Grading/Packing Line in Yarloop
Project Number: PIAG 2017-1807

<table>
<thead>
<tr>
<th>Item #</th>
<th>Expenditure Name</th>
<th>Grant FY 17/18</th>
<th>Cash Co-contribution FY 18/19</th>
<th>In-kind Co-contribution FY 18/19</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.1</td>
<td>Washing Line</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.2</td>
<td>Electrobagger</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.3</td>
<td>Gooseneck Bin Fillers (2)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Crate Batcher/Filler</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Minibagger and Reversing Belt</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.4</td>
<td>Electrical</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Plumbing</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Fitout</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Project Management</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sub-total</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Total

Grand Total

Total Project Size (CASH)

Total Project Size (CASH and in-kind)

Project Matching Cash Funding Ratio: cash co-contributions must be at least equal to the grant value
Project Total Co-contribution ratio
**Invoice No.:**

**Date:** 6/02/2018

**Purchase Order:** Fox Farming

**Terms:** Net 30th after EOM

---

**Quote**

Fox Farming  
PO Box 1354  
Margaret River WA 6285

---

<table>
<thead>
<tr>
<th>ITEM</th>
<th>DESCRIPTION</th>
<th>QUANTITY</th>
<th>UNIT PRICE (inc-GST)</th>
<th>TOTAL PRICE (inc-GST)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Installation and fit off of new Potatoe Wash/Dry Brush Plant for Export. Including cabling to switchboard and additional lighting. As per quote</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---

**Subtotal:**

**Freight**(inc-GST):  

**Total (inc-GST):**

**Paid to Date:**

**Balance Due:**

---

**How to Pay**

**by mail**

Detach this section and mail your cheque to...

PWT Electrical and Refrigeration South

---

Page 1 of 1
Dear sirs, we are pleased to submit the following prices for your consideration:

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Description</th>
<th>Unit Cost</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Bintipper for 1 ton bins × 2 ½ ton bins.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Pintal rollers.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Roller grading table.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Sizing screen to remove seed potatoes with outfeed conveyor.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Washing barrel with outfeed elevator.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Donut drying unit.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Screen sizer for small, medium and large with 3 roller outfeeds.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>By-pass belts and dry brush unit. Delivered wired with control box.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1 We reserve the right to revise prices due to fluctuations in material cost
2 These prices are subject to full payment within 30 days of delivery
Welcome to the Potato Industry Assistance Grants (PIAG)

* indicates a required field

Applicant Assessment Process

The selection of grant recipients will be via a two-stage process, summarised as follows:

- **Stage 1 - Pre-eligibility.** Applicants will be assessed to determine if they meet the pre-eligibility requirements. Applicants shortlisted will progress to Stage 2.
- **Stage 2 - Full Project Proposal.** Shortlisted applicants will have their project proposals assessed by an Independent Evaluation Panel (IAP). Recommendations will be approved by the Minister before announcements are made.

Your application

Please read each section and complete each question, as requested. It is recommended that you allow yourself time to review the application and submit it well before the due date.

**Reference Documents:** The PIAG guidelines document is available from the Department of Primary Industries and Regional Development (DPIRD) - Horticulture Research Recovery Fund webpage. You can access the webpage by clicking on the following link: PIAG Guidelines

For queries about the PIAG guidelines, deadlines or questions on this form, please contact Rohan Prince, DPIRD Director Horticultural Science and Industry Development, on (08) 9368 3210.

1. Eligibility

Before commencing your application applicants should check the PIAG Guidelines document to determine if you are eligible to apply for the grant. After the call for applications has closed the Program Team will assess applications based on the responses to the questions during the pre-eligibility assessment stage.

**1.1 Applicant Organisation Type**

Only the following types of Western Australian (WA) based organisations are eligible to apply for PIAG funding.

- Organisations substantially engaged in the production, processing or marketing of potatoes; or
- Organisations that provide goods and services along potato supply and value chains.

Please identify which of these options describes your organisation. You can select multiple options *

- ☑ Potato production
- ☑ Potato processing
- ☐ Potato marketing
- ☑ Potato goods and services supply and value chain

**1.2 Co-contributions**

Only applicants and their co-contributors, if applicable, that can individually or collectively make a total contribution in cash of at least $1 for every $1 of grant funding obtained
from the PIAG fund can apply. Any cash co-contribution from applicants and collaborators cannot be derived from other State government monies. The minimum grant that you can apply for is $50,000 and the maximum is $200,000. The total PIAG fund pool is $500,000.

**Will your organisation and co-contributors meet the cash co-contribution requirement?** *

☐ Yes ☐ No  
No more than 1 choice may be selected.

**Is any component of your cash co-contribution derived from other State government monies?** *

☐ Yes ☐ No  
No more than 1 choice may be selected.

### 1.3 Registered applicant

The applicant (who will receive the grant funds, if successful) must be a WA based legal entity with an Australian Business Number (ABN) and registered for GST.

**Please upload your Certificate of Incorporation and enter your ABN details below:**

<table>
<thead>
<tr>
<th>Filename</th>
<th>WA Chip Record Of Business Registration.pdf</th>
</tr>
</thead>
<tbody>
<tr>
<td>File size</td>
<td>920.4 kB</td>
</tr>
</tbody>
</table>

**ABN**  
78 099 895 904

<table>
<thead>
<tr>
<th>Information from the Australian Business Register</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ABN</strong></td>
<td>78 099 895 904</td>
</tr>
<tr>
<td><strong>Entity name</strong></td>
<td>Bendotti Exporters Pty Ltd</td>
</tr>
<tr>
<td><strong>ABN status</strong></td>
<td>Active</td>
</tr>
<tr>
<td><strong>Entity type</strong></td>
<td>Australian Private Company</td>
</tr>
<tr>
<td><strong>Goods &amp; Services Tax (GST)</strong></td>
<td>Yes</td>
</tr>
<tr>
<td><strong>DGR Endorsed</strong></td>
<td>No</td>
</tr>
<tr>
<td><strong>ATO Charity Type</strong></td>
<td>Not endorsed <a href="#">More information</a></td>
</tr>
<tr>
<td><strong>ACNC Registration</strong></td>
<td>No</td>
</tr>
<tr>
<td><strong>Tax Concessions</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Main business location</strong></td>
<td>6258 WA</td>
</tr>
</tbody>
</table>

Information current as at 12:00am yesterday

**Applicant Information**

* indicates a required field

2. Applicant Information
Applicant organisation contact *

Applicant organisation contact Position *
General Manager

Applicant organisation contact Office Address *
Manjimup WA 6258
Must be an Australian postcode.

Applicant organisation contact Office Phone Number *
+61 8 9771 8964
Must be an Australian phone number.

Applicant organisation contact Office Email

Applicant organisation contact Postal Address *
PO Box 1510
Manjimup WA 6258
Must be an Australian postcode.

Applicant organisation contact Mobile Phone Number
0407 724 850
Must be an Australian phone number.

Applicant organisation contact Other Email
manager@bendotti.com.au
Must be an email address.

Applicant organisation contact Primary Website
http://www.bendotti.com.au
Must be a URL.

Project manager

Project manager Position
Contractor

Project manager Office Phone Number

Project manager Mobile Phone Number

Project manager Primary Email
Project Information

* indicates a required field

3. Project details

**Project Title** *
Bendotti Exporters French Fry Steam Peeling Efficiency Upgrade

**Brief project description** *
Purchase and installation of a high pressure steam peeler, steam accumulator and dry brush peeling line in Bendotti Exporters facility in [insert location].

Less than 100 words. This is the non-confidential short description of your proposed project.

**Start Date** *
01/07/2018
Must be a date.
Applicants should plan their project start date for 1 July 2018.

**End Date** *
31/03/2019
Must be a date.
Projects must, at the latest, be completed and final reports submitted by 31 March 2019. Projects can conclude within a shorter time-frame.

**A. Total Grant Amount Requested** *
$200,000
Must be a whole dollar amount (no cents).
Individual grant amounts available from minimum $50,000 up to $200,000 maximum.

**B. Applicant Cash Contribution** *
[insert amount]
Must be a whole dollar amount (no cents).

**C. Collaborator Cash Co-contributions**
$0
Must be a whole dollar amount (no cents).
Enter '0' or leave blank if no collaborators.

**D. Total Applicant and Collaborator Contributions**
[insert amount]
This number/amount is calculated.

**E. Total Project Funding (Grant, Applicant and Collaborators)**
[insert amount]
This number/amount is calculated.

Project fundamentals, resources and financials

* indicates a required field
4. Project purpose

4.1 What is the purpose of this project? *
Bendotti Exporters buys from up to [Western Australian growers plus the Bendotti family operations, and uses up to [tonnes of potatoes to produce around [tonnes per annum of processed product, comprising a range of ] plus other value added products.

This project will increase the overall efficiency and production level of the processing facility by the addition of a high pressure steam peeler, steam accumulator and dry brush peeling line. The production line will use less water; have a higher potato output/input ratio; require less energy input and produce a higher quality product.

4.2 What are the benefits expected from this project? *
The primary benefit is that the efficiency measures outlined above will enable an increase in production at a lower price, which will enhance the ability to compete against large international players. It will also provide export opportunities. This will provide ongoing security for the existing and future workforce and growers and their suppliers.

Other benefits include: increased contracting from local suppliers; decreased water usage, [with a corresponding decrease in waste water discharge]; and energy input saving as thermal efficiency is improved.

4.3 What are the key project outputs? *
There is one key output - the installation and commissioning of the new high pressure steam peeler, steam accumulator and dry brush peeling line in our existing processing facility in Manjimup.

Although this is a brief description, it is a complex, integrated processing line used by many of the competitors faced by Bendotti Exporters in local, interstate and overseas markets. For some time, we have been seeking to install such a facility to enhance our competitiveness.

The detailed structure of the processing line is set out in the quote from the manufacturer,

4.4 Describe the methods used to produce each key output. *
That one output - the installation and commissioning of the new line as described - comprises three elements: a high pressure steam peeler, a steam accumulator and a dry brush peeling line. When installed as an integrated line, they will jointly provide the benefits listed.

Each of the separate elements of the line are manufactured by [engineering company, which operates in the potato processing industry. Designs, manufactures and installs complete processing lines, factory upgrades and capacity expansions, as well as stand-alone equipment. It has a number of regional offices and strategic alliances with key partners worldwide.

Quotes have been obtained from [which will ship the equipment to [and then send a supervisor to oversee the installation which will be carried out by our employees. The time cost of these employees has been included under "in kind" contribution.
The quote for installation (attached) includes the cost of a professional project manager to ensure the installation is carried out within budget and on time.

4.5 What evidence do you have that the project is technically feasible and that the proposed methods are sound? *

The various elements of the proposed new integrated line are all produced commercially by [gary]integrated line as outlined in 4.4 above. They are in use as [gary]as we propose in [gary]in many of the main potato processing facilities world-wide.

We have undertaken due diligence worldwide as to the best machinery for our requirements and are confident in [gary]equipment as its technology is fully developed, proven and currently used in production [gary].

4.6 Please describe how the project aligns with the focus and scope of the Potato Industry Assistance Grants (PIAG) program. *

This project aligns closely with many of the elements of the focus and scope of the PIAG:

1. We, as proponent, are a long established, capable grower and processor, committed to upgrading our operation.
2. The project is based in the regional town of [gary]and will contribute an increase in economic activity in the town and the region, by increasing purchases of potatoes from up to [gary]growers, which in turn will require additional inputs such as fertiliser, transport services, engineering workshops, plumbing, electrical and equipment suppliers. This will assist in providing economic security to those involved.
3. It involves the upgrade of existing production/processing facilities in our operation in [gary].
4. It requires the purchase of specialised capital equipment as outlined.
5. It will deliver an increase in production at a lower cost enhancing competitiveness.
6. It will enable the development of a new market opportunity - the supply of [gary]to [gary]. Trials have been underway for some time, and results are promising. However our estimates do not include this potential market.
7. All [gary]growers supplying us will, of necessity, supply in an aligned framework, leading to a more efficient supply and value chain.
8. As indicated in 4.5 above, we are confident the equipment is well designed and technically and financially feasible.

5. Project outputs

Please describe the outputs required to deliver the project in the table below:

<table>
<thead>
<tr>
<th>Output Number</th>
<th>Output name</th>
<th>Description</th>
<th>Start date</th>
<th>End date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Page 6 of 14
6. Project benefits

Please describe the benefits to be delivered by the project in the table below:

<table>
<thead>
<tr>
<th>Benefit Number</th>
<th>Benefit name</th>
<th>Benefit description</th>
<th>Start date</th>
<th>Calculated benefit</th>
</tr>
</thead>
</table>
6.1 Calculated benefit total

This number/amount is calculated.

6.2 Calculate the overall benefit to be delivered by the project and state the assumptions used.*

There is a range of benefits arising from the project arising essentially from the improved efficiency of the new line to be installed.

Benefit 1. The primary and ultimate benefit is the increase in production, which results from the increased efficiencies in the operation of the new line. There are several elements of that increase in efficiency which are tabled below as separate benefits, which in most cases can be quantified individually. It is planned that production will increase from [ ] and then increase by a conservative [ ] over [ ]. It is assumed the price of [ ] remains constant in real terms.

Benefit 2. The new line represents a significant upgrade in efficient operation. One particular area is in product recovery where the steam peeler is much more efficient and promises an increase in the volume of product retained after the peel is removed. It also promises a better quality product as the new process treats the product more gently.

Benefit 3. Potato processing plants traditionally utilise large volumes of water. The new line will see usage drop by [ ] annually. This water is [ ].

Benefit 4. The new line operates with much greater thermal efficiency and hence requires less energy input.
Benefit 5. The benefit ascribed to a decrease in waste water discharge value of that production increase.

No more than 600 words

7. Project evaluation

7.1 How will the project measure and evaluate progress towards capacity building to capture opportunities and address constraints? *

The commissioning of the newly upgraded plant will be the initial measure of capturing opportunities for both the local and export markets. It will demonstrate our capacity to react to market demands, provide a quality product at a price which enables us to compete in a fiercely competitive market place.

The second measure will be the confirmation that up to . It will also indicate growers' capacity to participate in the coordinated joint approach necessary in efficient supply chains.

The third measure will be the continuation of successful production volumes as indicated, evidence that constraints have been overcome and opportunities captured.

No more than 200 words

7.2 How will the actual value generated by the project be measured in the Project Final Report? *

The value generated by the project - the "Purchase and installation of a high pressure steam peeler, steam accumulator and dry brush peeling line in Bendotti Exporters facility will begin to flow when the plant commences operation and continues to ships fries and related products to the price and specification in the business plan.

The Project Report, which will be compiled as soon as feasible following the commissioning of the plant, will include details.

No more than 100 words

8. Project risks

Identify key risks that could jeopardise the realisation of the project benefits and outline how they will be managed.

<table>
<thead>
<tr>
<th>Risk number</th>
<th>Risk name</th>
<th>Risk description</th>
<th>Management plan</th>
</tr>
</thead>
</table>
9. Project collaborators

Identify each collaborator in the project and the contribution they will make.

<table>
<thead>
<tr>
<th>Collaborator number</th>
<th>Collaborator name and details</th>
<th>Cash commitment (Y/N)</th>
<th>Letter of support (Y/N)</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>no collaborators</td>
<td>Not applicable</td>
<td>Not applicable</td>
</tr>
<tr>
<td>Please number sequentially Must be a number.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

10. Stakeholders

10.1 Who are the stakeholders in the project and what is the communication plan?

The key stakeholders in the plan are:

- the growers who supply product to the plant, including the Bendotti family who provide from their own farms, plus around [number] growers who supply under contract, plus another [number] growers who supply on an "as required" basis.
- the various industry suppliers of seed, fertiliser, transport services, engineering, electrical and plumbing services etc.

The communication plan will focus on ensuring that the growers and other suppliers are advised regularly and are contracted regarding [number] arrangements. These will be finalised prior to the plant's commissioning, and updated regularly via personal and email communication.

The commissioning of the new line will be communicated to all media outlets statewide both print and electronic, who will be kept up to date when key milestones (first batch with new line operating, first exports etc.) are achieved.

No more than 200 words
11. Project budget (revenue)

<table>
<thead>
<tr>
<th>Source</th>
<th>Cash Year 1</th>
<th>Cash Year 2</th>
<th>Cash Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grant</td>
<td></td>
<td></td>
<td>$200,000</td>
</tr>
<tr>
<td>Applicant (cash)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Applicant (in kind)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Insert: Grant, Applicant, Collaborator</td>
<td>Must be a dollar amount.</td>
<td>Must be a dollar amount.</td>
<td>This number/amount is calculated.</td>
</tr>
</tbody>
</table>

11.1 Project budget (revenue) total

This number/amount is calculated.

12. Expenditure by output

<table>
<thead>
<tr>
<th>Output number</th>
<th>Grant Year 1</th>
<th>Grant Year 2</th>
<th>Cash Year 1</th>
<th>Cash Year 2</th>
<th>Expenditure total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$200,000</td>
<td>$0</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Must be a dollar amount.</td>
<td>Must be a dollar amount.</td>
<td>Applicant and collaborator contribution Must be a dollar amount.</td>
<td>Applicant and collaborator contribution Must be a dollar amount.</td>
<td>This number/amount is calculated.</td>
</tr>
</tbody>
</table>

12.1 Expenditure by output total

This number/amount is calculated.

13. Expenditure by type.

<table>
<thead>
<tr>
<th>Expenditure description</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

13.1 Expenditure by type total

This number/amount is calculated.
14. Expenditure justification

Please justify each of the key expenditure items in the budget.

14.1 Salaries
not applicable
No more than 200 words

14.2 Travel
not applicable
No more than 200 words. Note: Study tours and fact-finding missions are ineligible for PIAG funding.

14.3 Operating
not applicable
No more than 200 words

14.4 Capital
As discussed, the project is the installation and commissioning of a fully functioning steam peeler/steam accumulator/dry brushing line in our plant in Manjimup.

This application is seeking $200,000 towards the total cost of the plant.

We have received quotations for all equipment covering purchase, installation and commissioning plus project management, and these are the basis of the project costings.

No more than 200 words. Refer to the PIAG guidelines regarding what is ineligible capital expenditure.

15. Project personnel

Insert the details of personnel to be used in this project. Note: Use of Department of Primary Industries and Regional Development (DPIRD) personnel and facilities requires written approval. A letter confirming resources to be used from the DPIRD employees supervisor (People Leader) and the DPIRD Facilities Manager (if DPIRD facilities will be used) must be uploaded to this application.

<table>
<thead>
<tr>
<th>Person's name</th>
<th>Project role</th>
<th>Organisation</th>
<th>Project time</th>
<th>Rate ($/hour)</th>
<th>Rate ($ x Time Total)</th>
<th>Grant contribution ($)</th>
<th>Applicant contribution ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employee 1</td>
<td>site preparation</td>
<td>Bendotti Exporters</td>
<td>80</td>
<td></td>
<td>$0</td>
<td>$0</td>
<td></td>
</tr>
<tr>
<td>Employee 2</td>
<td>site preparation</td>
<td>Bendotti Exporters</td>
<td>80</td>
<td></td>
<td>$0</td>
<td>$0</td>
<td></td>
</tr>
<tr>
<td>Employee 3</td>
<td>site preparation</td>
<td>Bendotti Exporters</td>
<td>80</td>
<td></td>
<td>$0</td>
<td>$0</td>
<td></td>
</tr>
<tr>
<td>Employee 4</td>
<td>site preparation</td>
<td>Bendotti Exporters</td>
<td>80</td>
<td></td>
<td>$0</td>
<td>$0</td>
<td></td>
</tr>
</tbody>
</table>
15.1 Total Grant Contribution

$0
This number/amount is calculated.

15.2 Total Applicant Contribution

This number/amount is calculated.

16. Confirmation letters for use of DPIRD resources

Please add confirmation letters by uploading files below.
No files have been uploaded

17. Project financial spreadsheet

Each proposal must include a completed Financial Spreadsheet. The Financial Spreadsheet template is available from the Department of Primary Industries and Regional Development (DPIRD) - Horticulture Research Recovery Fund webpage. You can access the webpage by clicking on the following link: PIAG Guidelines.
Letters of support including commitments of cash and resources may also be uploaded here.

Please add supporting documents by uploading files below.

<table>
<thead>
<tr>
<th>Filename</th>
<th>File size</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bendotti Exporters Support Letter From Shire of Manjimup - Grant Application.pdf</td>
<td>587.8 kB</td>
</tr>
<tr>
<td>PIAG_Financials (1) - Bendotti Grant Application.xlsx</td>
<td>22.9 kB</td>
</tr>
</tbody>
</table>

You have reached the end of the Potato Industry Assistance Grants application form. We recommend that you check your application carefully and that you have uploaded all relevant information before submitting. Please ensure that you press the 'Submit' button.
button or this application will not be received by the Program Team. Applications must be received by the due date and time as the grant round closes automatically.
Our Ref: F160578

Enquiries: Paul Omodei

12 February 2018

Department of Primary Industries and Regional Development
Agriculture and Food
Locked Bag 4
Bentley Delivery Centre, WA 6983

To Whom It May Concern

SUPPORT OF BENDOTTI EXPORTERS FOR THE POTATO INDUSTRY ASSISTANCE GRANTS

I write to provide my unconditional support of Bendotti Exporters in their grant application for the Potato Industry Assistance Grants program.

It is understood that Bendotti Exporters are seeking the grant to purchase and install innovative and technologically advanced equipment for their potato operation including a high pressure steam peeler, steam accumulator and dry brush peeling line. It is expected that as a result of their proposal, significant increases will result from product throughput and resource efficiencies.

Bendotti Exporters are considered to be a leading agricultural based business in the Shire of Manjimup and are constantly seeking to improve market competitiveness through innovation and technological advancement. They are a significant employer in the region and source a large volume of produce from local primary producers which makes Bendotti Exporters integral to the local economy in the Shire of Manjimup.

If you would like to discuss this matter further please do not hesitate to contact me on 0448 810 773 or at Shire.President@manjimup.wa.gov.au

Yours Sincerely

[Signature]

Hon. Paul Omodei
SHIRE PRESIDENT
Potato Industry Assistance Grants
Worksheet Overview

This Excel workbook supports the planning and definition of the project and financials for a grant under the Potato Industry Assistance grants program.

The four tabs provided below "Expenditure", "Income", "Project Benefits" and "Project Outputs" provide spaces to insert information relevant to the conduct of a project.

Financial information of three types is sought: grant, cash co-contribution, in-kind co-contribution.

The Expenditure sheet requests that the applicant think of their project in terms of delivering a number of high level outputs. The "Project Outputs" tab could be used to define the high level outputs for the Project.
<table>
<thead>
<tr>
<th>Outputs</th>
<th>Output Name</th>
<th>Description</th>
<th>Total Cost</th>
<th>Start Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Steam Peeler, Steam Accumulator and Dry Brushing</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1 Line</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
End Date

31/12/2018
<table>
<thead>
<tr>
<th>Benefit</th>
<th>Benefit Name</th>
<th>Description of benefit</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Increased Production</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Improved Operational Efficiency</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Reduced Water Treatment Costs</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Lower Gas Usage</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Lower Wastewater Discharge</td>
<td></td>
</tr>
<tr>
<td>Who benefits</td>
<td>Start date</td>
<td>Calculated benefit</td>
</tr>
<tr>
<td>--------------</td>
<td>------------</td>
<td>--------------------</td>
</tr>
<tr>
<td>Bendotti Exporters and the growers supplying product.</td>
<td>1/01/2019</td>
<td>$8,800,000</td>
</tr>
<tr>
<td>Other secondary beneficiaries will be associated input and service providers.</td>
<td>1/01/2019</td>
<td>$3,100,000</td>
</tr>
<tr>
<td>There will be casual job opportunities on supplying farms, but this is not included in the calculated benefit.</td>
<td>1/01/2019</td>
<td>$169,000</td>
</tr>
<tr>
<td>Bendotti Exporters, growers and other suppliers.</td>
<td>1/01/2019</td>
<td>$1,280,000</td>
</tr>
<tr>
<td>Bendotti Exporters, growers and other suppliers.</td>
<td>1/01/2019</td>
<td>$1,280,000</td>
</tr>
<tr>
<td>Bendotti Exporters and the environment.</td>
<td>1/01/2019</td>
<td>$1,280,000</td>
</tr>
<tr>
<td>Applicant</td>
<td>Bendotti Exporters</td>
<td></td>
</tr>
<tr>
<td>-----------------</td>
<td>-------------------</td>
<td></td>
</tr>
<tr>
<td>Project Name</td>
<td>Bendotti Exporters French Fry Steam Peeling Efficiency Upgrade</td>
<td></td>
</tr>
<tr>
<td>Project Number</td>
<td>PIAG 2017-1808</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Grant</th>
<th>FY 17/18</th>
<th>FY 18/19</th>
<th>Total Grant Requested</th>
</tr>
</thead>
<tbody>
<tr>
<td>Applicant</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Collaborator 1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Collaborator 2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Collaborator 3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Collaborator n</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sub total</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Total Project Size**
<table>
<thead>
<tr>
<th>Item #</th>
<th>Expenditure Name</th>
<th>Grant FY 17/18</th>
<th>Cash Co-contribution FY 18/19</th>
<th>In-kind Co-contribution FY 18/19</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.1</td>
<td>Steam Peeler, Steam Accumulator and Dry Brush Line</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.2</td>
<td>Installation</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.3</td>
<td>Site Preparation</td>
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<td>Sub-total</td>
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<td>Total</td>
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<td></td>
<td>Grand Total</td>
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<tr>
<td></td>
<td>Total Project Size (CASH)</td>
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<tr>
<td></td>
<td>Total Project Size (CASH and in-kind)</td>
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</table>

Project Matching Cash Funding Ratio: cash co-contributions must be at least equal to the grant value.