

YOUR BUSINESS AND IBA

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At any stage of the business life cycle, IBA staff can help you review your personal circumstances and identify further guidance to assist you to achieve your business goals. We also offer a range of finance solutions to eligible customers to support business start up and growth.

Are you ready to run your own business?

Successful business owners often answer "yes" to the following questions:

- Are you a self-starter?
- Do you have a well-developed business concept or plan?
- Do you have experience and skills in operating a business?
- Do you have supervisory or managerial experience in your chosen industry?
- Are you customer-focused and a good communicator?
- Do you have experience managing money and budgets?
- Are you aware of the risks and challenges which small business owners face?
- Do you have a passion to succeed and a willingness to learn?
- Do you understand the commitment required to run a business?

Services we can offer

After working with you to identify what stage of the business life cycle you are at, IBA can provide an assessment of the resources and assistance you can access to achieve your business goals.

We can also work with you to develop an action plan to help you achieve those goals and better equip you to make informed decisions about your business.

Our services include:

- capability and skills assessment
- access to business resources
- business and industry insights/market intelligence
- commercial finance options such as competitive business loans and operating leases.

Business skills workshops

To operate a small business successfully, it is important to have the necessary management skills, industry expertise, technical skills, finance and a long-term vision to grow and succeed.

IBA offers a range of tailored workshops to assist customers in meeting the challenges faced at each stage of the business life cycle.

The free business skills development workshops include:

- business info sessions
- *Into Business* online course
- start up workshops
- growth workshops
- procurement workshops
- tax workshops
- law workshops
- digital marketing workshops
- joint venture workshops

'There's no doubt that if we didn't know IBA... we would not be where we are today. But you need to bring something to the table in the first place. You need necessary skills and the drive to put the hard yards in.'

Wayne McGinness, Aboriginal Steel Art

Business development support

Our experienced staff, equipped with a wealth of business knowledge and access to the latest industry benchmarks, can work with you to provide tailored business development support, helping you progress to the next stage of the business life cycle.

Our support helps you to develop and implement your ideas and includes general guidance and support, business planning and assistance, strategic growth preparation, HR management, marketing and other services specific to your needs.

Working closely with our corporate and government partners we can also link you to other networks and resources providing information and support to help you realise your goals. IBA also has access to a range of specialist business consultants who can be engaged to provide technical expertise and coaching in helping you further refine your business proposal or development needs.

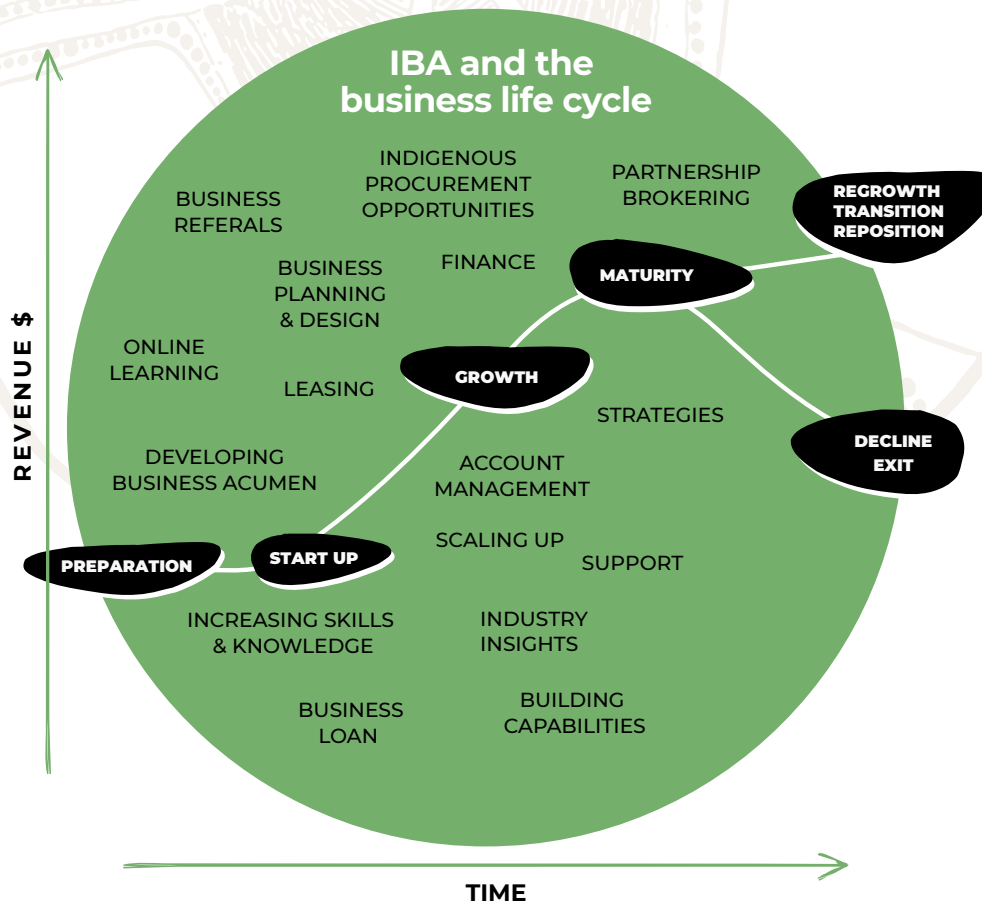


Business ownership life cycle

Each stage of the business life cycle brings unique challenges that require planning and a shift in focus by the business owner.

IBA's team of experienced staff can work with you to determine what training, skills and resources you may need to transition through the business life cycle.

For example, for someone considering starting a business this might involve assessing your readiness for business ownership—your business idea, capabilities, business acumen, personal attributes, and assessing the research and preparation you have already undertaken.





Business finance

We provide finance solutions that are structured to suit the needs of the business is available to eligible customers in the start up, growth, maturity and repositioning phases of the business life cycle.

Business loans

Our business loans offer competitive variable interest rates, no application or line service fees and a variety of loan repayment options

Business loan package

Our Business Loan Package can be used for working capital requirements, purchase of existing businesses, plant and equipment, and other commercial assets.

- Loan amount- \$10,000 - \$5,000,000
- Loan term- up to \$20 years based on life of asset

Start -up finance package

To help new businesses get off the ground with up to 30% of a new business loan awarded as a grant

- Loan amount up to \$100, 000
- Loan term up to seven years
- Grant component to cover capital expenditure items

Procurement loan

For customers awarded a contract through the Indigenous Procurement Policy (IPP) or other government programs to help meet upfront contract costs.

- Loan amount up to \$100, 000
- Loan term up to two years

Producer offset loan

A loan for Indigenous owned production companies to finance eligible Australian documentaries, films or television projects.

- Loan amount \$100,000 to \$2,000,000
- Loan term up to two years

Asset leasing

IBA can provide operating leases, finance leases or chattle mortgages to purchase assets for businesses including vehicles, trucks, buses, plant and equipment. In some circumstances, a lease may have advantages over a loan.

Seek independent accounting advice when deciding which option is better for your business.

- Lease amounts from \$5,000 to \$750,000
- Tax deductible payments
- End of term options

Invoice financing

Invoice finance can assist Indigenous-owned businesses to take advantage of new contract or sales opportunities that may otherwise be out of reach. We can provide working capital for up to 80 per cent of the value of your invoices, to enable your business to finance the usual costs of delivery, such as wages, inventory, raw materials and transport costs.

Performance bonds

A performance bond is issued to one party of a contract (the beneficiary) as security against the failure of the other party to meet obligations specified in the contract. Banks often require a 100 per cent cash deposit as security for the bond, which ties up considerable amounts of working capital.

You might not have the level of security that your bank requires to provide a bond facility for your contracts.

Next steps

Being clear on your business goals, and gathering your documentation together prior to having your business conversation with IBA will maximise the advice and assistance we may be able to provide.

To discuss how we can work together to realise your business aspirations visit our website or phone us.

Call 1800 107 107 or visit iba.gov.au



Australian Government
Indigenous Business Australia