

Kay Marssena
Study Melbourne Hub Manager

The importance of tailored grants for the international education sector



OFFICIAL



Introduction to International Education (IE) in Australia

- **International Education's Economic Impact (2023)**

- Worth \$47.8 billion to Australia's economy.
- Largest service export, contributing to local and national growth.

- **Why this matters?**

- International education creates jobs, promotes cultural exchange, and strengthens Australia's global relationships.

The Government's role in supporting IE

- **Purpose of government support**

- Encourage economic activity and job creation.
- Strengthen export activities and maintain Australia's global educational reputation.

- **Grants as a tool**

- Governments use grants to fund activities that directly support international students (IS), enhancing their experiences and well-being in Australia.

The importance of tailored grants for the IE Sector

- **Addressing Unique Sector Needs**

- Tailored grants allow support for specific aspects like student health, Wellbeing, engagement and skill development

- **Creating impact**

- Aimed at improving international students' return on investment (ROI) by enriching their study experience

- **Strengthening the sector**

- Enables organisations to deliver activities by reducing the financial burden

Case Study:

The Study Melbourne Inclusion Program (SMIP)

The SMIP provides funding for activities that support and promote the wellbeing of international students and enhance their experience living in Victoria.

- Up to \$75,000
- Organisations working in partnership



Study Melbourne Inclusion Program



Melbourne Victory x Student FC



Native Nature 101



The Lounge

Challenges in securing grants

- **Competitive grant landscape**
 - High demand for limited funding, making it essential to align proposals with government priorities
- **Alignment with funding priorities**
 - Must address topics like student wellbeing, engagement, and support services to be competitive
- **Accountability and outcome tracking**
 - Demonstrating measurable outcomes is essential for securing and maintaining funding

Tips for applying for grants

- **Understand fund objectives**
 - Focus on the funding agency's priority areas (e.g. student wellbeing, cultural integration)
- **Highlight clear outcomes**
 - Outline how the project will provide tangible benefits and improve student ROI.
- **Collaborate and build partnerships**
 - Partnering with relevant organisations can strengthen the proposal and improve impact.
- **Follow application guidelines closely**
 - Ensure the application format, criteria and deadlines are strictly adhered to.
- **Demonstrate sustainability**
 - Show how the project's impact will continue after the grant period.
- **Ask for feedback!**

Where to find grant opportunities

. Government websites:

- o Australian Government – Grant connect: www.grants.gov.au
- o State Government – e.g. Victoria: <https://www.vic.gov.au/grants-and-programs>
- o Local Government

. Grants search websites:

- o E.g. GrantGuru: www.grantguru.com/au

Questions?

