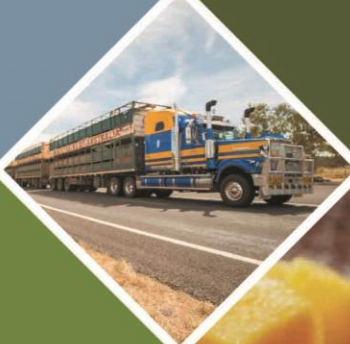


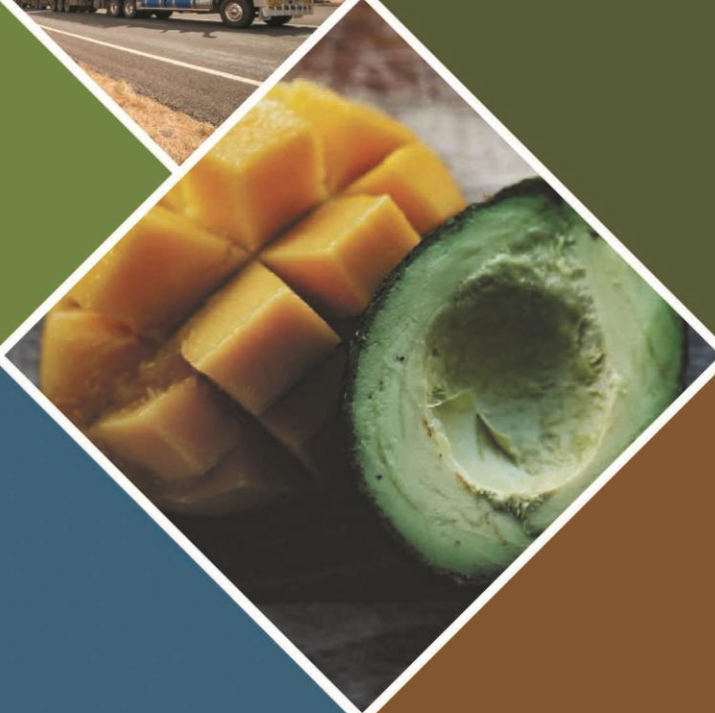
**NORTHERN HEALTH  
SERVICE DELIVERY**



**TRADITIONAL  
OWNER-LED  
DEVELOPMENT**



**AGRICULTURE  
& FOOD**



# Expression of Interest Guidelines

2020/21 Funding call





## Acknowledgments

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The CRCNA acknowledges the Traditional Custodians of the Land and Water on which we and our research participants work and live and pay our respects to the Elders past, present and emerging.



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Energy and Resources**

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GOVERNMENT OF  
WESTERN AUSTRALIA

Department of  
**Primary Industries and  
Regional Development**



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## Research programs

The research activities of the CRCNA are being delivered through seven research programs.

	Research program	Objective
Sector & supply chain development	1. <b>Sector and supply chain development</b>	Deliver an evidence base which prioritises sector, supply chain and infrastructure investment to provide timely access to high-value international and domestic markets
Innovation	2. <b>New and developing industries in Northern Australia</b>	Grow and improve developing industries and assist the establishment of new industries in Northern Australia.
	3. <b>Industry-specific production and supply chain innovation in Northern Australia</b>	Support the development and growth of established industries by identifying value-add opportunities, new markets, improving supply chains and enhancing productivity.
Capacity building	4. <b>Building industry and community capacity in Northern Australia, in Traditional Owner-led businesses and enterprise</b>	De-risk investment in Traditional Owner-led enterprises and enhance the skills and capabilities of Indigenous and Torres Strait Islander peoples.
Northern health service delivery	5. <b>Develop Northern Australian health service delivery and models of care</b>	Improve and enhance: <ol style="list-style-type: none"> <li>1. Health-seeking behaviours of northern Australians;</li> <li>2. early detection of diseases;</li> <li>3. access to mental health treatment, diagnostic tools and technologies; and</li> <li>4. workforce skills and capabilities in delivering treatment and diagnosis.</li> </ol>
Education & training	6. <b>Industry-focused education and training program</b>	Increase technology development, skilled employees and R&D capacity within Northern Australia.
Developing strategic policy solutions	7. <b>Policy development and investment solutions</b>	De-risk investment in new, emerging, and established industries by identifying potential investors, policy barriers and solutions

## 1.0 Our research focus areas for Northern Australia

With our initial \$75m, 10-year funding from the Commonwealth, the CRCNA invests in industry-led research collaborations which support the development of new technologies, products and services to resolve challenges and exploit opportunities within three initial focus areas:

**Agriculture and Food (including aquaculture)** research which seeks to:

- De-risk investment in new, emerging and established industries by identifying barriers and providing solutions.
- Support the development and growth of established industries by identifying value-add opportunities, new markets, improving supply chains, enhancing productivity, developing workforce skills, capacity, and capabilities, and improving decision-making processes and policy frameworks to enable solutions to be implemented.
- Advance new industries through developing and testing new production and agronomy systems, crop varieties, animal species and animal breeding techniques and building research and workforce capabilities to support and maintain this work.

**Northern Australian health services delivery** research which seeks to:

- Improve health-seeking behaviours of Northern Australians by improving access to information, health care professionals, diagnostic tools, and treatment options.
- Improve the early detection of diseases through the development of new technologies which assist with the flow of information, support timely decision-making and treatment options, improve access and connectivity to existing technologies, enhance workforce skills and capability to use new or existing technologies.
- Improve access to mental health treatment and diagnostic tools and technologies and enhance workforce skills and capabilities in delivering treatment and diagnosis

**Traditional Owner-led business development** research which seeks to:

- Strengthen Traditional Owner-led Agriculture or Health Service enterprise by working with communities to identify challenges and offer solutions.
- Provide capacity building opportunities for Aboriginal and Torres Strait Islander peoples which provide pathways for establishing skilled workforce in the fields of research, agriculture, food, and health service delivery.

## 2.0 Key dates

- Expressions of interest open – **Monday 10 August 2020**
- Deadline for questions – **5pm AEST Wednesday 23 September 2020**
- Expressions of interest close – **5pm AEST on Wednesday 30 September 2020**
- Notification to applicants (successful and unsuccessful) – **January 2021**

## 3.0 How to apply

The online Expression of Interest form is available on the CRCNA website from **Monday 10 August 2020**.

Complete and submit [Expressions of interest form online](#) prior to the deadline **5pm AEST on Wednesday, 30 September 2020**.

Any questions relating to the EOI form or these Guidelines should be emailed to [projects@crcna.com.au](mailto:projects@crcna.com.au).

Responses to all questions about the 2020/21 EOI funding call will be published on the [CRCNA's website](#).

**Please note**, any questions received after **5pm AEST Wednesday 23 September 2020** will not be answered.

## 4.0 Eligibility

For an EOI to be considered eligible, it must:

- have at least one partner representing industry (or the end-user of the research where appropriate).
- include significant co-contribution of cash and in-kind (at a minimum 1:1). EOIs with a higher cash co-contribution will be viewed more favourably.
- fit within one (or more) of the three investment themes:
  - Agriculture and food (including aquaculture)
  - Northern Australia health service delivery
  - Traditional Owner-led business development (in agriculture, food or health industries).
- ensure the research impact falls within the northern Australian region (as shown in Appendix 2).

**Note:** this does not preclude research conducted outside of Northern Australia, so long as the research has impact within the Northern Australia region.

## 5.0 Research alignment: 2020/21 CRCNA identified research priorities

Industry, researchers, Small and Medium-sized Enterprises (SMEs) or community sectors can submit an EOI.

The CRCNA's investment in several strategic research collaborations has identified further priorities for investment in the beef, rice, broadacre cropping, forestry, aquaculture and health sectors. The CRCNA is seeking Expressions of interest (EOI) which are industry-led, and address issues specifically raised in our foundational research.

The relevant reports for each of the situational analyses are available by clicking on the links below:

- [Northern Australia beef situation analysis](#)
- [Northern Australian broadacre cropping situational analysis](#)
- [Northern Australia health service delivery situational analysis](#)
- [Northern Australia communications analysis](#)
- [Northern Australian aquaculture situational analysis](#)
- [Northern Australia forestry and forest products industry situational analysis](#)
- [Northern Australian rice situational analysis](#)

### Agricultural production and supply chain innovation

#### Beef

- Research projects which support the adoption of existing R&D that provide significant improvements in productivity and profitability across multiple enterprises.
- Research that creates vertical integration opportunities. This includes trialling alternative business models.
- Research projects which enable investment in supply chain and on-farm infrastructure that deliver productivity gains, allowing the sector to grow.

#### Rice

- Coordinated research and development with other industries, such as with sugarcane and assess different environments and improve the diversity of cropping options.
- Research into the local milling, drying and storage infrastructure that supports the development and expansion of rice production in the North.

#### Aquaculture

- Identify and prioritise infrastructure needs to overcome supply chain and services gaps, as well as generate synergies to support the development of production hubs.
- R&D on disease transmission pathways and develop 'farm guides' for early identification of disease.

#### Horticulture

- Identify key challenges and opportunities facing the Northern Horticulture industry, explore potential solutions and/or identify the most strategic research efforts needed for further investment. This will include and not be limited to infrastructure, policy, investment, environmental, production, workforce development, knowledge, training and human capital gaps and the strategic actions and research and development solutions to address them.

### **Forestry**

- Develop a framework for 'best practice' engagement and capacity building with Traditional and Indigenous landowners in native forestry management and supply.
- Further test and evaluate Silvopastoral systems for delivery of enhanced enterprise profitability. Key drivers include income diversification and early cash flows to offset tree establishment costs and delayed harvest returns and weed and grass control.

### **Broadacre Cropping**

- Research which validates previous production potential (based on models) and can be used to underpin evidence-based decisions by growers and policy makers.
- Research into the optimisation of storage and handling including on farm, up country and at port that maximises efficiency in supply chains and assists growers strengthen their supply and marketing options.
- Research and extension to assist northern Australian growers maintain grain quality through best-practice storage management in the tropical north of Australia.

### **New or emerging research across agriculture, aquaculture and food production sectors**

- The CRCNA will still consider R&D that delivers new approaches, solutions, technologies, innovations or knowledge processes that grow and improve existing or new agricultural industries by supporting value-adding to existing products or processes, to create new markets, improving existing supply chains and enhance productivity.

## **Develop Northern Australian health service delivery and models of care**

The CRCNA has recently completed a [Northern Australian health service sector situational analysis](#) which identified and prioritised several research areas. EOI proposals should address one or more of the following research priorities:

- The recommendation to map community need, against existing service delivery and workforce including RFDS, FIFO, Hub & Spoke, NGOs, NDIS, student-led services, for Northern Australia.
- An opportunity to grow Northern Australia's health service export sector by presenting data on existing and potential health exports from Northern Australia, including from jurisdictional authorities, Austrade and university/TAFE/health sector/hospitals (public and private) and investigating how to grow this sector.
- The desire to develop and trial new models of care which show improved health outcomes for Northern Australians.
- Identify gaps in integrated care in Northern Australia and present solutions with economic modelling.



## Identify new models and approaches of developing Traditional Owner-led business development

Research which increases Traditional Owner capacity to consider and develop opportunities and enhance the stability of agreements for developments, including proposals which address one or all of the following:

- Map existing resources and develop appropriate options which consider risk-averse implementation strategies which emphasise, where plausible, incremental capitalisation that does not assume ultimate commitment to large scale or highly intensive operations.
- Develop strategies and frameworks which acknowledge preferences for development are often based on prior related employment as well as match of activities to traditional use and practice, rather than full local evaluation of what the optimal economic or business opportunities are in a modern context.
- Identify and test governance structures that support long-term, sustainable, commercial development.

## 6.0 Common terms

**Lead participant organisation** is the organisation responsible for leading the research project and fulfilling CRCNA reporting requirements for the duration of the project.

**Participant or Participant organisation (as named in EOI form)** are those organisations who:

- make a co-contribution to the project, either cash and/or in-kind.
- utilise project funds to conduct research.

Organisations who are not making a co-contribution nor conducting research activities are considered Stakeholders.

**Stakeholder (as named in the EOI form)** are those organisations or individuals likely to engage with or benefit from the research activities or materials but are **not** contributing any cash or in-kind towards the project. For example, a project outlined by Smith University proposing research relevant to the beef industry may propose to undertake research activities with cattle producers across northern Australia, but these cattle producers are not making any financial or in-kind co-contribution towards the project.

A project may have dozens of **Stakeholders** but only one or two **Participants** named in the EOI form.

### Co-contributions

- EOIs must (at a minimum) match the amount of funding sought from the CRCNA through cash and/or in-kind co-contributions.

- Those EOIs with a high cash co-contribution will be considered more favourably during the EOI assessment process.
- It is at the Participant's discretion to determine who will provide the co-contribution, and if there are multiple sources, what proportion each contributes.
- Funding sourced from other Commonwealth grants cannot be used to meet the 1:1 contribution.

**Participant cash co-contributions** are cash monies paid to the CRCNA by a Participant to undertake the agreed research activities.

**Participant in-kind co-contributions** consist of non-monetary resources utilised for research purposes. These include personnel (referred to as 'staff in-kind') and pro-rata use of facilities, equipment and services (referred to as 'non-staff-in-kind') provided by a Participant to the CRCNA from its own resources to deliver research activities associated with the project.

**Please note** if successful, cash and in-kind co-contributions **must** be reportable and auditable. This is non-negotiable.

**Full-time equivalent (FTE)** calculations are often used to determine the value of staff-in-kind co-contributions.

**Note:** the CRCNA works on "actuals" and not a standardised FTE calculation.

The CRCNA calculates full-time equivalency on an annual basis and these costs are captured in the EOI project financials, to be submitted as part of an EOI submission.

For example, Mr Brad Simons is contributing half of his full-time role annually to this research.

This is considered a 0.5 FTE annually.

**Acknowledgement of Participant co-contributions** is provided by Participants named in the EOI.

The purpose of this acknowledgement is to ensure the Participant is aware of and agrees to the co-contribution commitment to the project through either cash or in-kind co-contributions.

Those EOIs which include an acknowledgement of Participant contribution form may be considered more favourably during the EOI assessment process.

**Expression of Interest project financials** must be completed as part of the EOI application.

This document requires Applicants to identify cash and in-kind contributions to be made by Participants named in the EOI and to outline the requested funding from the CRCNA for each year of the project.

- Amounts quoted in the financials must be GST exclusive.
- Project cash and in-kind contributions must be a minimum 1:1 ratio with the requested CRCNA funding.

## **Pathway to impact**

EOIs should demonstrate how the proposed research will benefit communities in northern Australia.

The **Project Outputs and Pathway to impact** section of the EOI form is where Applicants can outline the proposed pathway to impact and describe how the research will meet each of the CRCNA's five strategic objectives (as outlined in Appendix 1).

The **pathway to impact** is a description of how the project outputs will be adopted to deliver outcomes and achieve an industry impact.

It is important that you consider the pathway to impact from the outset of your project as it is a key part of the CRCNA's decision making process when assessing Expressions of interest (EOIs) and forms the basis of some of our impact tracking.

A project's impact could be considered:

- The effects of the outcomes on industries and society including economic, health, social, cultural, environmental.
- The values that can be attached to the outcomes and impacts.
- Can refer to project beneficiaries i.e. those will derive some benefit from the implementation of the project, either directly or indirectly.

**Please note**, successful EOIs will have the opportunity to provide more detail on pathway to impact in the Research Plan (the next stage before contracting).

## **Participant declarations**

Applicants are not required to sign a **Participant Declaration** as part of the EOI process, although Applicants will be asked to provide the details of the person submitting the EOI as the final step in the application process.

Only participants of successful EOIs contributing in-kind only contributions are required to sign Participant declarations.

## **Participant Contribution Deed**

Applicants are not required to sign a **Participant Contribution Deed** as part of the EOI process.

Only participants of successful EOIs contributing cash only or cash and in-kind contributions and are not responsible or contributing to the research activities are required to sign **Participant contribution deeds**.

## **Research Agreement**

Only participants of successful EOIs are required to enter into a Research Agreement with the CRCNA.

The CRCNA works with successful EOI Applicants to develop a more detailed Project Outline, which is included in the final Research Agreement.

Research Agreements need to be fully executed before research activities are to commence. Any research activities undertaken prior to the Research Agreement being signed will not be funded by the CRCNA.

## 7.0 Membership requirements

Applicants do not need to be CRCNA Members to submit an EOI.

Only those EOIs which result in an agreed Project Outline and Research Agreement will need to become CRCNA Members.

However, anyone can nominate to become a CRCNA Member at any time via the [CRCNA website](#).

A CRCNA Membership costs \$100 (ex GST) per annum.

## 8.0 Funding considerations and uses

### Industry-led research collaborations

EOIs must demonstrate **why** industry needs the research and clearly outline **how** the industry will support and adopt the research (pathway to impact). At **least one** of the EOI Participants must represent the **industry** in which the research is being undertaken.

Industry partners are not required to lead the EOI nor submit the EOI.

**Government Statutory Authorities** and **Government Entities** at state, federal and local levels are welcome to submit EOIs but must have at least one partner representing industry (or the end-user where appropriate).

Significant government investment in health institutions and organisations will not preclude them from eligibility in CRCNA funding calls. However, government investment in the proposed EOI must be declared in the **Project financials** section of the EOI form.

### 8.1 Funding uses

CRCNA funding **can** be used to support the costs of:

- research
- salaries
- student placements
- strategies which build the R&D capacity within SMEs

- deployment of research outputs and encouragement of take up by industry

CRCNA funding **cannot** be used for EOIs that:

- do not have a research component or a clearly articulated research question
- do not have at least one Industry Partner
- whose outputs are highly localised without potential broader application across Northern Australia
- are to build capital works or for the purchase or construction of facilities such as buildings or laboratories
- are for renovations or extension of buildings and existing facilities
- are for any activities for which you have previously been funded or are currently being funded by the Australian Government or a State or Territory governments.
- Institutional overheads

## 9.0 EOI Approval process

EOIs will be assessed through a competitive, merit-based process.

The CRCNA will prepare, in collaboration with appointed advisory committee members (where required), recommendations for final consideration by the CRCNA Board.

Successful EOIs will be invited to submit a Project Outline and Project Expenditure with more specific detail on the proposed research project.

The CRCNA will also contact unsuccessful EOI Applicants.

## 10.0 Merit criteria

Applications must:

- measurably demonstrate how their EOI will impact on one or more of the CRCNA's Strategic Objectives (refer to Appendix 1).
- fit within the 2020/21 focus areas and tackle the most strategic barriers facing the identified focus areas.
- demonstrate why the EOI should be CRCNA funded and not be funded by other related programs (e.g. State and NT agencies, RD&E Corporations, etc.).
- include significant co-investment of cash and in-kind. EOIs with a high cash contribution will be viewed more favourably.
- clearly demonstrate how the EOI is supported by industry as a necessary investment i.e. has demonstrable links to other industry and/or Government strategic plans and priorities.

- have a clearly outlined pathway to impact.
- demonstrate a strong Return on Investment.

## Appendix 1: CRCNA's Strategic objectives

The CRCNA seeks to deliver high impact research which will lower investment barriers and enable significant capital to flow in northern Australia leading to:

1. Increased GDP
2. Increased investment in Northern Australian
3. Improved supply chain efficiencies in Northern Australia
4. Generation of new jobs on Northern Australia
5. Improved wellbeing of the Northern Australian community

Table 1 below provides a guide to how Applicants may consider calculating the EOI's impact against these criteria.

Please note, successful EOIs will have the opportunity to elaborate on these responses in the **Project Outline** but should provide some brief comments against these objectives as part of the EOI response.

Strategic Objective	Calculated Impact of the proposed EOI
<b>Increased Gross Domestic Product (GDP) in northern Australia.</b>	Specific calculation of new economic trade enabled by the CRC investment and reflected as GDP impact (in Australian dollars) per annum.
<b>Increased investment in northern Australia.</b>	Specific calculation of new investment arising (in Australian dollars), categorised as research, infrastructure and services per annum.
<b>Improved (supply chain) efficiencies in northern Australia.</b>	Specific calculation of increased cost efficiencies in production and the supply chain (in Australian dollars) per annum.
<b>Generation of new jobs in northern Australia.</b>	Specific calculation of new and retained jobs created (calculated in FTE terms) per annum.
<b>Improved wellbeing of the northern Australian community</b>	Specific calculation of multiple but specific wellbeing measures calculated per annum.

## Appendix 2: Area of operation

