



Expression of interest  
Guidelines  
2019/20 Funding Call

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## 1. Key dates

- Expressions of interest open – **Monday 20 May 2019**
- Deadline for questions – **5pm AEST Friday 21 June 2019**
- Expressions of interest close – **5pm AEST on Friday 28 June 2019**
- Notification to applicants (successful and unsuccessful) – **early October 2019**

## 2. How to apply

The online Expression of Interest form is available on the CRCNA website from **Monday 20 May 2019**.

Complete and submit [Expressions of interest form online](#) prior to the deadline **5pm AEST on Friday 28 June 2019**.

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 questions about the 2019/20 EOI funding call will be published on the CRCNAs website.

**Please note**, any questions received after **5pm AEST Friday 21 June 2019** will not be answered.

## 3. Overview

The CRCNA is seeking collaborations to develop new technologies, products and services which address industry issues in northern Australia within the areas of:

- Agriculture and Food (including aquaculture)
- Northern Australian health services delivery
- Traditional Owner-led agribusiness or health business development.

## 4. 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 high 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 and/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 impact resulting from the research has effect within the northern Australia region.

### 5. Research alignment: 2019/20 CRCNA critical research questions

The CRCNA is seeking Expressions of interest (EOI) which are industry-led, and address issues specifically related to northern Australia.

EOIs can be submitted by industry, researchers, Small and Medium-sized Enterprises (SMEs) and/or community sectors and must address one or more of the following critical research questions:

<b>Agriculture and Food</b>
<b>1. Production System and Technology Improvements</b>
What new innovations in key production systems including finding new technologies and alternative production systems for the industry will your research deliver?

<b>Northern Australian health services delivery</b>
<b>2. Improved models for early detection, health seeking behaviour and mental health</b>
What new, transferrable innovations in health services delivery will your research deliver to ensure improved early detection, improved health seeking behaviour and/or improved mental health outcomes in northern Australia?
<b>3. Development of new market opportunities and prospectus building</b>
What are the priority new domestic and export market opportunities in the health care and services sector, and how can the strategic development of investment prospectus be supported?

<b>Traditional Owner-led business development (in agriculture and food or health service delivery)</b>
<b>4. Identify new models and approaches of developing Traditional Owner-led business development</b>
What novel approaches, solutions, technologies, innovations or knowledge processes does your research deliver that will ensure sustainable Traditional Owner led business development in agriculture, food or northern health service delivery?

## 6. Common terms in Expression of interest form

**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 Project Outline (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.

## CRCNA Membership

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.

## 7. 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 collaborators 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.

## 7.1 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
- 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

## 8. 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.

## 9. 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 2019/20 focus areas and tackle the most strategic barriers facing the identified focus areas.



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- 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: CRCNA area of operation



**Legend**

- Major Port
- International Airport
- CRC Major Offices
- Towns
- Tropic of Capricorn
- Statistical boundary: external
- Major Roads
- State boundaries
- Australian Railroads
- Northern Australian Lakes
- Statistical Area
- Great Barrier Reef

Scale 1:2,000,000

100 km

