

# Agricultural Value Add Opportunities Grant Program

## Terms and Conditions

Effective as at 17 April 2024

# Contents

<b>1. Objective</b>	<b>3</b>
<b>2. Program Participation</b>	<b>3</b>
<b>3. Funding Streams</b>	<b>3</b>
3.1. Stream 1	3
3.2. Stream 2	3
3.2.1. Stream 2 capital works	4
<b>4. Eligibility Criteria</b>	<b>4</b>
4.1. Who is eligible	4
4.2. Eligible expenditure	4
4.3. Ineligible expenditure	4
<b>5. Application Process</b>	<b>5</b>
<b>6. Assessment Process</b>	<b>5</b>
Criterion 1: Alignment with one or more of the 52 value-add opportunities identified in the report;	5
Criterion 2: Contribution to improving or growing the industry;	5
Criterion 3: Provision of services or technology currently not available in the Territory, or innovative application of proven services or technology.	6
6.1. Payment of funds	6
6.2. Time limits	6
<b>7. General Terms and Conditions</b>	<b>7</b>
7.1. Changes to program	7
7.2. Privacy	7
7.3. Due diligence, audit and compliance with law	7
7.4. Retention of records	8
7.5. Release and indemnity	8
7.6. Feedback	8
7.7. Contact us	8
<b>8. Definitions</b>	<b>8</b>
<b>Appendix A – Summary of 52 identified value-add opportunities</b>	<b>10</b>
<b>Appendix B – Priority Actions</b>	<b>13</b>
<b>References</b>	<b>14</b>

## 1. Objective

The Northern Territory (NT) Government is striving to achieve a \$40 billion economy by 2030, and agriculture plays a large part in that, with a sectoral target of \$2 billion by 2030. To support this economic growth, the Department (outlined in **Definitions**) was tasked with undertaking the *Territory Economic Reconstruction Commission (TERC) 2020 final report's*<sup>1</sup> key recommended action of an assessment of value-add opportunities across the NT agribusiness sector. The *Assessment of Value-Add Opportunities across the Northern Territory Agribusiness Sector report* (the *report*<sup>2</sup>) was delivered in 2023 and found that there is a potential path for the sector to double value by 2030, if all identified value-add opportunities in the report are fully realised.

This Agricultural Value-Add Opportunities Grant Program (the Grant Program) supports NT businesses to undertake activities that align with implementation of one or more of the 52 value-add opportunities identified in the *report*<sup>2</sup>, (summarised in **Appendix A**).

This competitive Grant Program supports eligible NT businesses to set up or expand their value-add capabilities. The Grant Program includes support for businesses that:

- a. are at the beginning of their value-add journey;
- b. want to diversify into value-add; or
- c. want to expand or diversify into existing or new value-add innovation.

The Grant Program provides funding to support grant recipients to develop or expand their value-add capabilities (outlined in **Definitions**), adding value to the NT agribusiness sector, including cross-industry opportunities (helping to advance all primary production industries) and industry specific opportunities.

## 2. Program Participation

Applications must be made to the Department on the online form provided on the NT Government's **GrantsNT** website and comply with all processes and procedures contained in these Terms and Conditions and that the Department may otherwise set from time to time.

The application form and other information will be available online at the Agricultural Value-Add Opportunities Grant Program webpage.

## 3. Funding Streams

This \$500,000 one-off competitive Grant Program opportunity offers up to 50 percent co-contribution to a maximum of \$50,000 (GST exclusive), through two streams to eligible recipients.

### 3.1. Stream 1

Grants of up to \$50,000 (GST exclusive) for projects, including service provision, capital items and/ or installation, to assist businesses to undertake activities (excluding capital works, outlined in **Definitions**) that align with one or more of the 52 opportunities identified in the *Assessment of Value-Add Opportunities across the Northern Territory Agribusiness Sector report*<sup>2</sup> (summarised in **Appendix A**).

### 3.2. Stream 2

Capital Grants of up to \$50,000 (GST exclusive) for capital works (outlined in **Definitions**) projects that assist businesses to undertake activities that align with one or more of the 52 opportunities identified in the

Assessment of Value-Add Opportunities across the Northern Territory Agribusiness Sector [report](#)<sup>2</sup> (summarised in [Appendix A](#)).

### 3.2.1. Stream 2 capital works

Stream 2 capital works (outlined in [Definitions](#)) applications must:

- a. provide two quotes, which evidences expected direct costs;
- b. comply with the NT Government's Buy Local Plan<sup>4</sup> (outlined in [Definitions](#)); and
- c. include confirmation that consent for capital works has been received from the owner of the building or land.

## 4. Eligibility Criteria

### 4.1. Who is eligible

An eligible grant recipient must:

- a. be a Primary Producer or engaged in a linked industry (outlined in [Definitions](#)); and
- b. be a Territory Enterprise (outlined in [Definitions](#)); and
- c. hold a valid Australian Business Number (ABN); and
- d. be fully compliant with its obligations under its governing legislation; and
- e. be financially stable and solvent; and
- f. not be an Excluded Entity (outlined in [Definitions](#))

### 4.2. Eligible expenditure

The Program Delegate (outlined in [Definitions](#)) has absolute discretion and the final decision on what is deemed eligible expenditure, and may give additional guidance on eligible expenditure, if required. The expenditure approved for funding will be defined in the Grant Fund Agreement issued to the grant recipient.

Eligible expenditure must:

- a. be incurred by the business within the grant agreement period; and
- b. constitute direct costs relating to the activity in the application.

Eligible expenditure may include:

- a. purchase of capital items, such as equipment;
- b. installation of capital items;
- c. service delivery, such as training, consultancy etc.; and
- d. capital works (outlined in [Definitions](#) and section 3.2.1).

### 4.3. Ineligible expenditure

Out of scope grant funding activities and items include:

- a. at the absolute discretion of the Program Delegate, any activity, project, capital item or capital work deemed not value for money or not sufficiently related to the value-add opportunities identified in the [report](#)<sup>2</sup>;
- b. modes of transportation such as, motor vehicles, motorcycles, ATVs etc.;
- c. administration and operational expenses;
- d. wages and salaries;

- e. travel expenses;
- f. subsidies;
- g. sponsorship;
- h. subscriptions; and
- i. expenditure for activities that cannot be acquitted within the grant agreement period.

## 5. Application Process

Applications must:

- a. be submitted by completing the online application form at **GrantsNT** and uploading the required supporting documentation;
- b. include a project plan (as a guide, no more than three A4 pages) addressing the selection criteria (**outlined in section 6 below**);
- c. provide evidence, such as quotes, which show expected direct costs;
- d. provide evidence of the applicant's co-contribution; and
- e. supporting documentation.

Not all costs may be eligible or accepted for funding.

Multiple applications or multiple project activities in the one application for the same business entity will only be considered at the discretion of the Program Delegate.

Where the application is made by two or more organisations, one eligible organisation must be the lead applicant, and if the application is successful the funding agreement shall be made between the Department and the lead applicant only.

## 6. Assessment Process

This is a competitive grant program and applications will be assessed by an assessment panel convened by the Department.

Applications will be assessed against the following selection criteria:

**Criterion 1: Alignment with one or more of the 52 value-add opportunities identified in the report;**

**How closely does the application demonstrate alignment with:**

- a. single or multiple value-add opportunities (summarised in **Appendix A**);
- b. adding value to the agribusiness sector (outlined in **Definitions**);
- c. cross-industry opportunities (summarised in **Appendix A**);
- d. priority actions (summarised in **Appendix B**).

**Criterion 2: Contribution to improving or growing the industry;**

**Does the application demonstrate how the project/activity will provide benefit to the NT and the agribusiness sector and include:**

- a. intended value-add outcomes;
- b. supporting documentation that demonstrates financial viability. Higher applicant co-contribution will be considered favourably; and

- c. addresses the Buy Local Plan<sup>4</sup> (outlined in **Definitions**).

**Does the application demonstrate how the project benefits the wider agricultural industry and/or how it solves an existing problem:**

- a. will the project help to advance other primary production industries; and
- b. does the application demonstrate the extent of the impact of benefit for the sector/s.

**Criterion 3: Provision of services or technology currently not available in the Territory, or innovative application of proven services or technology.**

**Does the application demonstrate how the funding will be used to develop new or innovative solutions for adding value to the agricultural industries in the NT:**

- a. will the project/activity address a current production or processing gap;
- b. does the application demonstrate adoption of industry best practice.

## 6.1. Payment of funds

Grant recipients deemed eligible will be awarded funding for eligible expenditure through a Grant Funding Agreement ('agreement') between the NT Government and the grant recipient. Grant recipients can claim reimbursement on eligible costs subject to meeting the acquittal requirements and timeframes as stated in the agreement.

Grant recipients may start their activity from the date the Department notifies the applicant in writing that their application is successful, however the Department will not process claims for reimbursement on eligible costs a business may incur until a grant agreement is executed.

Grant recipients must be able to fully expend and provide non-audited financial acquittal of the grant funding in the 2023/2024 financial year, unless otherwise approved by the Program Delegate.

Grant activity, payment schedule and acquittal requirements will be defined in the agreement.

## 6.2. Time limits

Applications for this grant program must be submitted online through **GrantsNT** by 5pm (ACST) Thursday, 16 May 2024. Applications received after this date will not be eligible, unless the grant opportunity has been extended to exhaust the funding.

## 7. General Terms and Conditions

### 7.1. Changes to program

The Department reserves the right to:

- a. vary these terms and conditions, the eligibility criteria or any other documented rule or procedure relating to the Grant Program at any time;
- b. accept or reject any application for participation in the Grant Program in its absolute discretion;
- c. require repayment of a Grant if the Department's subsequent Audit determines that the recipient was in fact not eligible; and
- d. cease the Grant Program at any time should the NT Government or Commonwealth Government policy change.

### 7.2. Privacy

In this section, a reference to "you" is a reference to the grant applicant.

The Department is bound by the *Information Act 2002 (NT)* and will only ever use information in accordance with the NT Government's [Information Privacy Principles](#)<sup>3</sup>. These principles are available online or by contacting the Information Commissioner NT on 1800 005 610.

Applicants should read the Department's Privacy Policy and by providing information to the Department under the Grant Program, Businesses and Recipients agree to the following Privacy Statement:

Information collected as part of the Grant Program application process is collected in accordance with the Grant Program's terms and conditions and for the purposes of the NT Government assessing applicant eligibility, Audits; monitoring; evaluation; and reporting.

By applying to participate in the Grant Program, you consent to the NT Government:

- a. storing information, including personal information (such as names and personal contact details);
- b. using the information, including personal information for the purposes mentioned under the paragraph above;
- c. transferring some of this information, including personal information, outside of the NT (but not outside Australia) for the purpose storing it; and
- d. releasing non-sensitive information, de-identified data in accordance with the NT Government's open data policy.

If you have provided personal information of another individual to the NT Government, you warrant that you have informed the person to whom the personal information relates that the personal information will be provided to the NT Government, and of the NT Government's intended use of this personal information, and that you have obtained consent from all such persons to allow the NT Government to use and disclose their personal information in this manner.

### 7.3. Due diligence, audit and compliance with law

All applicants in the Grant Program acknowledge:

- a. that the Department will conduct such due diligence enquiries as it sees fit to verify the amounts given under the Grant Program have been used strictly in accordance with the claim.

- b. that it is a condition of participation in the Grant Program that applicants comply with all relevant laws, including the *Payroll Tax Act 2009* and *Taxation Administration Act 2007* and, without limitation, that the applicant is aware of and complies with their obligations under the *Independent Commissioner Against Corruption Act 2017* (the Act) and that none of their officers, employees, and/or members engage in improper conduct as that term is defined in the Act.

All applicants in the Grant Program acknowledge and expressly agree to the Department seeking from and sharing information with other NT Government agencies, as well as such external professional advisers as it may need to do in order to assess eligibility, such as ASIC.

The Department reserves the right to conduct an Audit at any time during the Grant Program or within 12 months after the Grant Program's End Date.

By applying to participate in the Grant Program, applicants declare that they expressly agree to the Department having access to any private register of information in relation to the Business, and to the Department using, storing and releasing for lawful purposes, their information, including personal information.

Before applying for funding under this Grant Program, applicants should seek advice from their legal, business or financial advisers about the tax implications of this financial assistance.

## 7.4. Retention of records

Grant recipients must retain all tax invoices, receipts, bank statements, quotations or other similar documentations, provided as part of their application for funding under this Grant Program, for one year after the closing date or as required by law.

## 7.5. Release and indemnity

By applying to participate and as a continuing obligation throughout any period of participation in the Grant Program, the applicant declares and warrants to the Department that they have read, understood and fully accept these terms and conditions and fully release and indemnify the Department against any loss or damage he/she/it/they may suffer of any nature whatsoever (including without limitation personal injury or death) caused or to the extent contributed to by participation in the Grant Program.

## 7.6. Feedback

Feedback, disputes and complaints relating to applications for this Grant Program, or other complaints involving the Department during the currency of the Grant Program can be made by completing the form on the Department's [Feedback webpage](#)<sup>5</sup>.

## 7.7. Contact us

Contact the Department by email at [businessprograms.DITT@nt.gov.au](mailto:businessprograms.DITT@nt.gov.au) or by telephone on 1800 193 111.

# 8. Definitions

**Audit** means the Department's right to check original documents, undertake inspections of the books of account of a Grant Recipient and inspect any premises where the Grant Program was used in order to verify the amounts given under the Grant Program were used strictly in accordance with the claim, gather data on or otherwise obtain information about where the Grant Program was used, as well as the right to make enquiries of any other NT or Commonwealth Government Department to ascertain compliance with these terms and conditions and all laws relevant to the decision to make a Grant.

**Buy Local Plan** means the NT Government's commitment to local businesses. The [Buy Local Plan](#)<sup>4</sup> does not apply to grant funding other than capital works grants (outlined in [Definitions](#)). Recipients of capital works grants must buy from a Territory enterprise, unless it can be proven, through a competitive process there are no suitable Territory enterprises able to supply the item or service. Grant recipients that receive other NT Government grants are encouraged to purchase local goods and services wherever possible.

**Capital works** grants are for one-off projects which include the construction of new facilities, extension to or upgrading of existing facilities. Capital grants do not include general repairs and maintenance on existing assets. A purchase of a capital item is not considered a capital grant.

**Department** means the NT Government, Department of Industry, Tourism and Trade.

**Excluded Entity** is an entity that is a public or private school, private or public educational institution, government agency, government owned body, statutory corporation or local government body.

**Linked industry** includes:

- a. a business involved in processing and manufacturing of raw agricultural products into finished goods. This includes activities such as food and fibre processing, packaging, and preservation; or
- b. an industry body representing NT Primary Producers.

**Non-Profit Organisation** must be validly incorporated under NT or Commonwealth legislation and must be registered with the Australian Charities and Not-For-Profits Commission (ACNC) and is compliant with its obligations under the ACNC, its governing legislation and any and all other statutory obligations at the time of its application.

**Primary Producer** means a business (an individual, partnership, trust or company) engaged in agribusiness, aquaculture, or related sectors:

- a. that operates a business of plant or animal cultivation, fishing or pearling, or tree farming or felling; and
- b. that contributes a part of the owner's labour and capital to the business; and
- c. derives at least 50% of its gross revenue from the business of primary production in the NT.

**Program Delegate** means the person/s authorised to make financial and contractual decisions for Agribusiness Development, Department of Industry, Tourism and Trade.

**Territory Enterprise** is a business that satisfies all of the following:

- a. operating in the NT - the enterprise is actively trading out of premises located in the NT; and
- b. has a significant permanent presence - the business maintains an office, manufacturing facilities or other permanent base within the NT; and employs NT residents.

**Value Adding** opportunities were broadly defined in the [report](#)<sup>2</sup> Executive Summary to include any steps likely to increase the gross value of agribusiness production (GVP), including a production improvement, an input or logistics improvement, a marketing activity or some form of processing. 'Value' may be an increase in production volume, an increase in unit value, a decrease in unit cost, an increase in enterprise return, an increase in Territory production or employment.

## Appendix A – Summary of 52 identified value-add opportunities

Outlined below is a summary of the shortlisted opportunities which have been assessed as most likely to add value to the NT agribusiness sector, including cross-industry opportunities (helping to advance all industries) and industry specific opportunities. These opportunities were shortlisted following stakeholder consultation and literature review, before the likely impact and feasibility were estimated and modelled. Presented in Table 1 below are the results of the evaluation with more detail provided in the referenced Appendices of the report<sup>2</sup>.

**Table 1** Identified value-add opportunities, report reference and estimated 2030-31 additional annual value

Report <sup>Error!</sup> Bookmark not defined. Appendices Reference	Opportunity	2030-31 Additional Value (\$M)
Appendix A	Cross-Industry	
A-1-1	Streamlining and accelerating land development opportunities	\$114
A-1-2	Improved telecommunications	\$69
A-1-3	Improved biosecurity protection	\$46
A-1-4	Increased energy affordability and security	\$38
A-1-5	Establishment of an industrial precinct for value-adding, as proposed through KLAH	\$34
A-1-6	Local fertiliser production	\$25
A-1-7	Road and infrastructure upgrade and development	\$24
A-1-8	Ease of access for migrant and seasonal workers	\$21
A-1-9	Improved air freight infrastructure	\$5.7
A-1-10	Establishment / extension of agricultural training courses	\$5.3
A-1-11	Extension of current port capacity and efficiency of the Port of Darwin	\$2.6
A-1-12	Development of branding and marketing for NT Indigenous produced products	\$2.5
Appendix B	Livestock – Cattle	
B-6-1	Pursuing premium and niche markets including organic, indigenous, carbon neutral and wagyu-cross products	\$46
B-6-2	Increased local meat processing capacity	\$38
B-6-3	Improved finishing of cattle with higher value pasture, legume and grain production	\$34
B-6-4	Increased uptake and adoption of lessons from the Indigenous Pastoral Program	\$30
B-6-5	Herd improvement programs based on genetic selection and genomic prediction	\$24
B-6-6	Improved water infrastructure on pastoral land	\$19
Appendix C	Other Livestock	
C-6-1	Commercialisation of crocodile by-products and further processing in NT	\$6.1

Report <sup>Error!</sup> Bookmark not defined. Appendices Reference	Opportunity	2030-31 Additional Value (\$M)
C-6-2	Multi-species processing	\$4.8
C-6-3	Increased harvest ceiling of crocodile eggs	\$4.4
C-6-4	Improved efficiency and market access for buffalo exports	\$3.2
C-6-5	Breeding and genetic improvement	\$1.7
Appendix D	Horticulture	
D-6-1	Adoption of intensive and high-density mango management systems	\$49
D-6-2	Access to superior genetics for commercial tropical fruit	\$23
D-6-3	Establishment of horticultural processing facility	\$22
D-6-4	Adoption of protective cropping technologies	\$12
D-6-5	Improved phytosanitary treatment facilities for fruit exports	\$10
D-6-6	Improved connection between Asian consumers and NT growers	\$7.7
Appendix E	Field Crops	
E-6-1	Expansion of cotton production and local ginning	\$139
E-6-2	Development of complementary crop rotations and production techniques	\$14
E-6-3	Establishment of producer owned processing and marketing co-operatives	\$4.7
E-6-4	Commercialisation and adoption of suitable wild rice varieties	\$2.8
E-6-5	Validation of research findings and updating crop and climate models with actual dryland crop production data in NT	\$2.0
E-6-6	Establishment of industrial hemp and processing facilities	\$0.3
Appendix F	Seafood	
F-6-1	Project specific infrastructure and support to attract and retain aquaculture and fishery businesses	\$39
F-6-2	Further production of black lipped oysters	\$19
F-6-3	Greater clarity of ongoing water access and resources	\$15
F-6-4	Project Sea Dragon or similar developments at the proposed site	\$15
F-6-5	Improved supply chain infrastructure including packing, chilling, storage and out-loading facilities	\$9.6
F-6-6	Seafood processing	\$5.8
F-6-7	Increased restocking of mud crabs	\$3.9
Appendix G	Forestry	
G-6-1	Increased participation in the Emissions Reduction Fund	\$19
G-6-2	Improved seed stock and management of plantation grown trees	\$5.2
G-6-3	Biomass and/or biochar production	\$4.7
G-6-4	Re-planting and extension of existing hardwood fibre pulp plantations with expected continuation of export market strength	\$4.6

Report Bookmark not defined. Appendices Reference	Opportunity	2030-31 Additional Value (\$M)
G-6-5	Extension of Indigenous forestry management, wood products manufacturing and supply	\$3.5
G-6-6	Adoption of silvopastoral systems	\$3.5
G-6-7	Targeting higher value sandalwood markets	\$1.2
Appendix H	Other Agribusiness	
H-5-1	Further development of niche markets for bush foods and bioprospecting	\$11
H-5-2	Expansion of pollination industries	\$8.2
H-5-3	Development of a food incubator for entrepreneurial value adding	\$2.6

Source: GHD modelling results.

## Appendix B – Priority Actions

From the identified list of value opportunities, the [report<sup>2</sup>](#) recommends the following priority actions which are likely to be achievable and highly beneficial in the short-term:

### Facilitate the expansion of cotton production and local ginning

- Undertake the necessary planning for increased production, including attracting R&D, supporting services (machinery, chemicals, fertiliser, agronomy, irrigation, transport), and facilitating changes in land-use, transport demands and supply of water and utilities.
- Continue to explore the feasibility of establishing a cotton spinning plant, including overcoming energy affordability challenges.

### Streamlining and accelerating land development opportunities

- Review the current process in conjunction with land councils to help ease pressure points for agriculture
- Create support and education to growers for navigating potential land use changes.
- Work with the Commonwealth and other stakeholders to provide clarity around the legal right and necessary approvals to conduct carbon industry activities, and/or generate biodiversity credits, across a range of land tenure arrangements (as recommended in the *Northern Territory Aboriginal Carbon Industry Strategy*).

### Improved biosecurity protection

- Ongoing updating and implementation of the Northern Territory Biosecurity Strategy 2016-2026.
- Industry and government cooperation and investment to manage current and potential key biosecurity risks which threaten industry productivity and growth, including Foot and Mouth Disease, Lumpy Skin Disease, Banana Freckle Disease, Cucumber Green Mottle Mosaic Virus, Browsing Ant and Asian Honey Bee.
- Promote NT as a natural quarantine region within Australia, thereby offering opportunities for biosecurity services (including pollination services).

### Improved finishing of cattle with higher value pasture, legume and grain production

- Identify and promote optimum feed production systems suited to local conditions and animal classes, including integrated cropping-livestock systems, mosaic farming and irrigation.
- Promote and facilitate the increased establishment of cattle finishing and feedlotting facilities in higher rainfall areas.

## References

### 1. Territory Economic Reconstruction Commission final report

Territory Economic Reconstructions Commission (2020), DCMC InvestNT, *Territory Economic Reconstruction Commission final report*. Available at: <<https://invest.nt.gov.au/news-and-insights/territory-economic-reconstruction-commission-final-report>> (Accessed 19 March 2024).

### 2. Assessment of Value-Add Opportunities across the Northern Territory Agribusiness Sector report

GHD (2023), DITT, *Assessment of Value-Add Opportunities across the Northern Territory Agribusiness Sector report*. Available at: <<https://industry.nt.gov.au/industries/primary-industry/agriculture/value-add-opportunities-across-agribusiness>> (Accessed 19 March 2024).

### 3. NT Government's Information Privacy Principles

Office of the Information Commissioner NT, *NT Government's Information Privacy Principles*. Available at: <<https://infocomm.nt.gov.au/privacy/information-privacy-principles>>. (Accessed 19 March 2024).

### 4. NT Government's Buy Local Plan

Buy Local Plan (2018), NT Government, *Buy Local Plan*. Available at: <<https://nt.gov.au/industry/procurement/how-procurement-works/buy-local-plan>> (Accessed 19 March 2024)

### 5. Feedback, Department of Industry, Tourism and Trade

NT Government DITT, *Feedback, Department of Industry, Tourism and Trade*. Available at: <<https://industry.nt.gov.au/feedback>>. (Accessed 19 March 2024).