

EOI Q & A

Q1: Please expand on what you mean when you refer to “multiple enterprises” in the first research priority for beef.

A1. In relation to the beef sector, there is already a large amount of R & D available across the sector, so we want to ensure any research we invest in is applicable and relevant to a large cross section of the sector/ industry. For example, a project which only impacts one or two producers would be viewed less favourable than a project with an impact extending to the whole industry or multiple producers.

Q2 Do lead participants needs to be incorporated in Australia i.e. have an ABN?

A2. At least one of the project's participants must have an ABN, but certainly not all the participants need to have an ABN. Ideally, the lead participant would have an ABN as this makes contracting a project easier. However, if there is a specific situation where this is not possible, then we'd be prepared to have a conversation around that to see if we can make it work.

Q3 Does an organisation like DAF (Qld Dept Agriculture and Fisheries), which does industry relevant work, need to have an industry partner to be considered for a project?

A3. Yes, it does. Ideally having industry partners demonstrates there are producers/ industry stakeholders who are going to pick up the research and implement it. This shows us there is a strong pathway to impact. Therefore, it's a requirement of the CRCNA to have industry partners as part of a project.

Q4 What topics will be covered in the next 2 webinars?

A4. The topics will be the same – just at different times to accommodate people's schedules. If there is anything specific which you feel we need to cover we'd be happy to hold a webinar or organise a separate meeting on this.

Q5. Can we start working with the project managers at the development of the EOI?

A5. Absolutely. The CRCNA encourages those looking to submit a research proposal as part of our EOI to engage with us early. Those who work with our Project Managers earlier in the process tend to have more successful EOIs as their proposals are more closely aligned with the CRCNA's objectives and what we're looking for.

Q6. Can you please provide more detail around what cash & in-kind contributions are?

A6. If we receive a project proposal with a cost, we may pay \$100,000 of that cost and expect the remainder to be funded by the project's participants either through cash or in-kind. In kind contributions reflect the time, operating costs etc. Cash needs to be given to the CRCNA before it's given back to the project. Generally speaking, projects with higher cash co-contributions are viewed more favourable as it shows you have 'skin in the game'.

More information about cash and in-kind contributions can be found in our EOI Guidelines.

Q7 On average how many EOIS are usually submitted & how many successful?

A7. In our first year we received 115 EOI submissions in our second year 76 and last year we received 49. I think the fewer submissions is because people knew more about us and

what we were looking to invest in. As a general rule about 10 projects have progressed from each round although not all of these make it to final contract.

Some projects ask for small amounts under \$100k, others we've funded up to \$1million. There is no maximum or minimum. However, consider we have \$75m to invest over ten years so that's roughly \$7.5m a year not including what it costs to run the CRCNA.

Q8 What is the maximum length of projects you find and the maximum amount you invest?

A8. We fund three-year projects – but will consider longer projects, usually as an extension of a current project which has shown to be working. There is no maximum amount we fund but the most we've invested in a single project to date is around \$1 million.

Q9. Is the NAILSMA report going to be available before the close of this EOI round?

A9. Hoping so. The report is in the final stages and will need to be approved by the CRCNA Board before it's published.

Q10. To what extent does the CRCNA consider in kind as contributing towards the matched funding eligibility?

A10. In kind is considered as part of the 1: 1 minimum contribution. We prefer to see at least 25 % cash co-contributions with the rest in-kind. Project proposals with higher cash contributions are considered more favourable in a competitive funding round.

Q11. Can NHMRC/ARC funding be used as matched CRCNA funding? Do you still need industry partners if you have Traditional Owners as partners? Are TOs. Considered industry?

Q11. Yes, TOs would be considered industry.

We can match any funding except any Commonwealth funds.

Q12. How does the CRCNA ensure the research purporting to benefit industry is truth tested against industry priorities & with key industry representatives?

A12. We use our advisory committees to provide us with industry insights and validation. These committees include Director Generals from the jurisdictional agriculture & health departments. We also encourage any industry focussed research to engage with key industry stakeholders either as participants or stakeholders.

Q13. Does the CRCNA consider projects with just in-kind contributions?

A13. We can but it is not our preference. Cash demonstrates participants have 'skin in the game'. However, we acknowledge some sectors and areas have more difficulty securing cash. Without cash the project would need to hold up pretty well on its merits in an open and competitive funding call.

Q14. What period does our grant apply to & when does it start if successful?

A14. We are not grant providers we are co-investors in your research. We work with you from the moment your EOI is deemed successful and taken to contract – which could take up to a year if it's a complex project but can also take far less if the project concept is developed and the project team is highly motivated to begin.

Q15. What % of health research projects are funded?

A15. There's no hard, fast rule around the % we allocate to health research but to date we have not found many suitable projects submitted so our % favours agriculture and TO business development projects. We acknowledge this and would like to see more health service delivery projects being funded provided they meet our objectives.

Q16. Can you match international funding?

A16. Yes.

Q17. Does the CRCNA own project IP?

A17. Our starting position is that all our research is creative with the view it will be shared openly under a Creative Commons license. If people bring their own IP or think they'd want to retain IP during and after the project, then that's a negotiated outcome. We want our research to be used broadly to grow GDP and jobs and create efficiencies across Northern Australia.

projects which meet our remit has reflected this. By comparison, agriculture is very broad focus area, so we've found a higher proportion of projects in this area more aligned to our remit.