



Guidelines

Food and Fibre to Market – Industry Partnerships (FF2M) Program

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Program overview

Under the pilot Food and Fibre to Market - Industry Partnerships (*FF2M*) Program, funding is available to membership-based industry organisations or individual agribusinesses acting on behalf of a supply chain project team to develop innovative supply chain projects, in partnership with the Queensland Government.

This program has been developed in response to the significant disruptions to international supply chains over the past two years.

Matched project funding can range between \$50,000 and \$100,000 per project.

The program will invest in Queensland food and fibre supply chains focussed on international markets where market access protocols and Free Trade Agreements are in place. A full list of Australia's FTAs is available here <https://www.dfat.gov.au/trade/agreements/trade-agreements>.

FF2M projects must be consumer demand-driven and should capitalise on opportunities arising from emerging global trends in food, including health and wellness; the emergence of plant-based proteins; environmental and social governance (ESG); traceability and food safety.

Projects should result in more productive, sustainable, transparent and resilient food and fibre export supply chains.

Projects should support climate-positive outcomes and improve our industries' ESG credentials through the application of science, technology or supply chain improvements.

Projects should also improve the export capability of Queensland farmers, fishers, growers and their supply chain partners and contribute to broader industry development.

Program objectives

The program seeks to:

- develop more productive, sustainable, transparent and resilient food and fibre export supply chains
- grow demand-driven food and fibre exports in international markets with market access protocols and Free Trade Agreements in place and generate jobs
- improve the export capability of Queensland farmers, fishers, growers and their supply chain partners and contribute to broader industry development.
- foster collaborative relationships between industry organisations, Queensland agribusinesses and other key stakeholders including regional development organisations, government agencies (local, state and/or federal) and in-market partners that will benefit industry and regions.



Eligible applicants

- ✓ Membership-based food and fibre industry organisations or regional food networks representing farmers/growers/fishers/food processors.
- ✓ Individual agribusinesses representing a supply chain project team.

Applicant eligibility criteria

- ✓ Applicants must represent a project team that includes members who are able to demonstrate previous food and fibre export success in international markets.
- ✓ Project teams must involve members of food or fibre supply chain/s (for example, growers, fishers, grower/producer collective, food processors and importers/buyers).
- ✓ Project teams must be farming, fishing, growing or processing an agricultural commodity grown/produced in Queensland.
- ✓ Project teams must match the Department of Agriculture and Fisheries' (DAF) investment through at least a 50 per cent in-kind/cash contribution. For example, team costs can include salaries, product costs, administration and freight fees.
- ✓ Cash contributions for in-market travel and accommodation by team members will be highly valued.
- ✓ Project teams must nominate a DAF officer based in Queensland as a Project Case Manager. The Program Manager can be a Case Manager.
- ✓ Project teams should also include a Trade and Investment Queensland Business Development Manager in international market/s.
- ✓ Project teams must be working in partnership with at least one other key stakeholder, for example, local government, regional development organisation, state government, other growers, agribusinesses, industry organisation.

The applicant industry organisation/network representing a project team must:

- ✓ be membership-based
- ✓ be working with Queensland growers/producers/food processors and their supply chain partners
- ✓ have an ABN and be registered for GST
- ✓ have been trading viably for at least the past two years
- ✓ be experienced in project management.

The applicant agribusiness representing a project team must:

- ✓ have an ABN and be registered for GST
- ✓ be registered in Queensland
- ✓ have been trading viably for at least the past two years
- ✓ be experienced in project management.



EOI project selection criteria

Projects will be assessed against the following criteria:

- Evidence that the project is consumer demand-driven, will increase Queensland's food or fibre exports to international markets (where market access protocols and FTAs are in place) and generate jobs.
- Evidence that the project aligns to current industry export priorities and target markets and includes a clear outline of the benefits to industry and detail as to how the project experience, including outcomes, successes and failures will be shared with industry members.
- The effectiveness of the applicant's case as to how the project will develop more productive, sustainable; transparent and resilient food or fibre export supply chain/s.
- The effectiveness of the applicant's case as to how the project will improve the export capability of Queensland farmers, fishers, growers and their supply chain partners.
- Evidence of the project team's international export skills and experience to deliver the project on time and within budget.
- Evidence of collaboration between industry organisations, Queensland agribusinesses and other key stakeholders including, regional development organisations, government agencies (local, state and/or federal) and in-market partners that will benefit industry and regions.

Examples of eligible project activities

- Export supply chain mapping and analysis to identify risks and areas for improvement.
- Export supply chain mapping and analysis to new international markets
- Air and sea freight product trials.
- Systems to improve product traceability.
- Systems to track and reduce carbon emissions across a supply chain.
- Carbon accounting apps.
- Investment in and testing of automation; new technologies.
- Product modifications, such as new packaging to address changing customer/consumer expectations in a target market/s.
- Trialling of new cultivars or products with importers/buyers in market.
- New equipment purchases relevant to the project objectives.
- Value-adding to Queensland-grown commodities.
- Post-harvest research and development work.
- Consumer market research/in-market promotions.



Ineligible activities and costs

- Any costs not directly incurred in carrying out the project (including overhead costs).
- Employee salaries, benefits, allowances, bonuses, fringe benefits etc.
- Capital expenditure, leasing or rental costs relating to existing buildings, plant or equipment/capital.
- Purchase or leasing of vehicles, or any modifications to vehicles.
- Projects that fall outside the food (fit for human consumption) and fibre industries e.g. pet food, animal feed.
- Projects involving medicines or pharmaceutical products.
- Business-as-usual or general operational costs undertaken by the organisation or any other entity.
- Entertainment costs whether project related or not.
- Administrative costs e.g. phone expenses, photocopying.
- Protecting or patenting intellectual property.
- Financial advice.
- Compliance fees and licences.
- Projects that can be more appropriately funded by another government program or that has received funding from another government program (**however, projects that build on, or are complementary to existing funded projects are strongly encouraged**).

EOI application assessment and project development process

Applicants must communicate with the FF2M Program Manager prior to submitting their Expression of Interest (EOI). To receive an Expression of Interest form please email trade@daf.qld.gov.au

EOI applications are to be emailed to trade@daf.qld.gov.au anytime between **21 November 2022 and close of business (COB) 10 February 2023**.

Applicants can submit multiple EOI applications but only one applicant project can be selected to progress to Stage 2 – Collaborative Agreement phase.

The FF2M program is a competitive, discretionary program. EOI applications will be assessed by an Assessment Panel before **COB 3 March 2023**. Successful projects will be those that best address the selection criteria.

All EOI applicants will be notified in writing of the assessment process outcome.

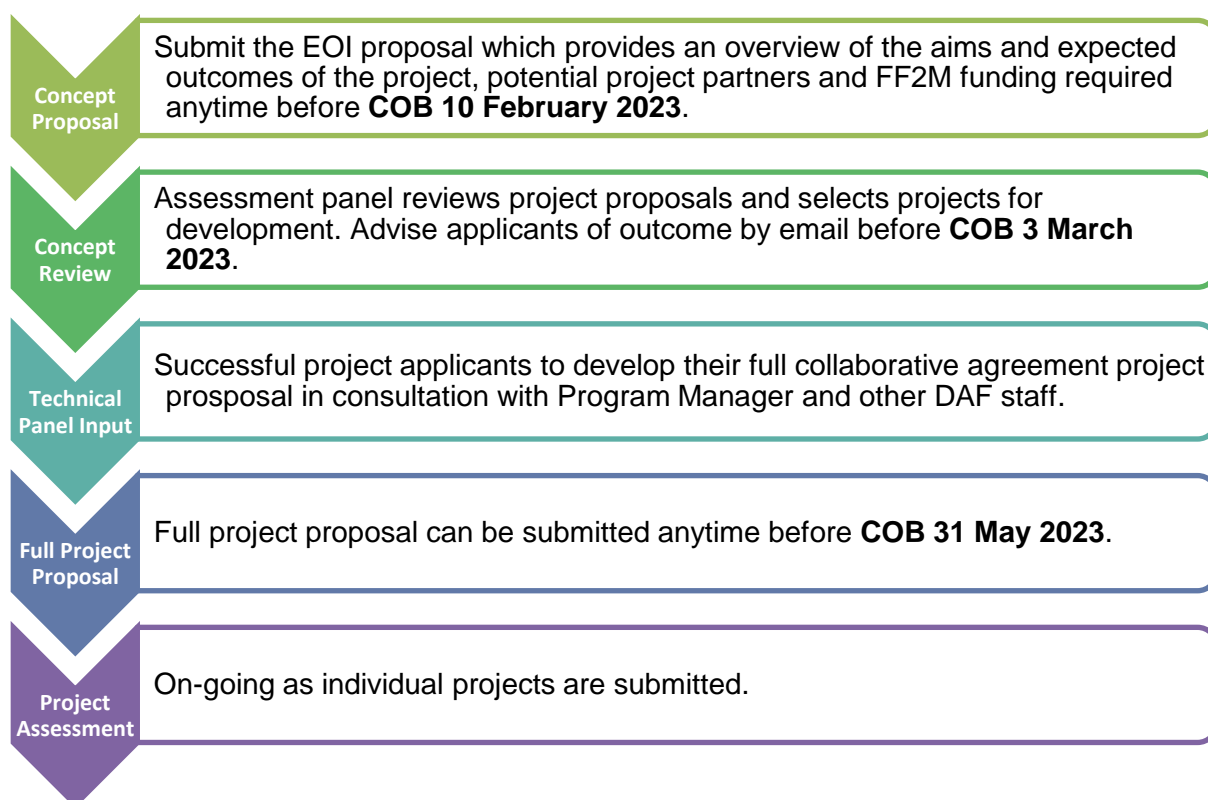
Successful Stage 2 applications will be subject to the applicant and the Department of Agriculture and Fisheries entering into a collaborative agreement for the provision of funding and performance of the project.

FF2M projects will fund project activities for up to two year's duration commencing from the date a collaborative agreement is signed with DAF.

FF2M projects can commence at any time in 2023-24 financial year and must be completed by the end of the 2024-25 financial year.

All project applicants will be subject to appropriate due diligence, including financial and economic assessments, commensurate with the nature of the activities/equipment purchase and the level of funding sought.

EOI and project development process



Requirements of collaborative funding arrangements

- Funds allocated for project activities must fund activities specified in the application and approved by the Assessment Panel.
- Total FF2M funding requested cannot exceed \$100,000 (ex GST).
- Applicant project team partners must co-contribute at least 50 per cent of total project funding outlining both in-kind and/or cash contributions.
- Successful applicant's use of project funds may be audited.
- Any expenditure incurred prior to notification of the successful application, will be ineligible.
- Projects can be delivered over one or two years, however a clear outcome for each financial year must be identified.



Project management and reporting requirements

Applicants will be responsible for all project management including financial, risk and milestone management and reporting. Acquittal of funds, including receipts will be required as part of the milestone and final reporting requirements.

Quarterly milestone meetings arranged by the Project Case Manager will be a requirement of this funding program. The FF2M Program Manager can also act as a Project Case Manager.

Applicants will receive 60 per cent of funding upon signing the Collaborative Agreement; 20 per cent upon receipt of an interim report and the final 20 per cent balance provided on completion of the final report and acquittal.

Industry benefit

Commercial collaborators need to be aware that generic information generated from the project which is non-company specific will be distributed and made available to industry.

FF2M projects will be managed by DAF's Agribusiness Policy and Industry Development Trade and Investment team in partnership with Agri-Science Queensland and Rural Economic Development staff.

Communication/dissemination

A key component of all projects is the delivery of material suitable for publication on the DAF webpage, in industry publications, through presentations at industry conferences and workshops, and to DAF management and staff.

Successful applicants are encouraged to use multimedia to capture and report on project activities and to make this available for publication.

For more information, contact:

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