fermentasmania

SIPP Grant 2023

Polyphenolic Fruit Waste Valorisation Study

Stage 5 Report

Funding Report

CONSULTATION DRAFT

SUPPORTED BY

Tasmanian Government

PROJECT PARTNERS

Fruit Growers Tasmania

UNIVERSITY of TASMANIA

TIA

Tasmanian Institute of Agriculture

TIA is a joint venture of the University of Tasmania and the Tasmanian Government

Startupbootcamp FoodTech

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redefining the food experience

Clever intelligent fermentation

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Executive Summary

The *Phase 5 Funding Report* for the Polyphenolic Fruit Waste Valorisation Project, led by FermenTasmania, explores funding and infrastructure needs to enhance economic value from Tasmania's fruit waste. This phase focuses on scaling up value-added products derived from apples, cherries, and grapes, aiming to reduce waste and generate revenue for growers and businesses.

Key Highlights:

1. **Economic Potential:** Valorisation could yield $1.2 - $10.2 million in baseline returns, with $54 - $275 million possible if growers adopt advanced value-adding practices.
2. **Infrastructure Needs:**
    - **Cherry Pitting Machine:** To reduce cherry waste, a large-scale pitter is recommended, though currently cost-prohibitive.
    - **Emerging Technologies:** Techniques like sonic destruction and spinning pulverisation offer potential for polyphenol extraction, a high-value end product.
    - **Fermentation Hub:** Opening in 2025, this facility will support trial and small-scale production.
3. **Funding and Financial Support:**
    - A brief mix of green loans, venture capital, and other options are outlined
    - Programs from Federal and Tasmanian State Government for various funding and support streams are identified and summarised.
4. **Impact Goals:** The project seeks to bolster Tasmania's economy by creating jobs, reducing carbon emissions, and enhancing Tasmania's reputation as a source of high-quality, innovative food products.

This report is instrumental in guiding Tasmania's stakeholders on how to secure funding, address infrastructure needs, and build a sustainable ecosystem around fruit waste valorisation

"In building the Fermentation Hub, we are very proud to provide our innovative entrepreneurs with the information they will need to access funding to allow business ventures to start up and to scale, in Tasmania, and for Tasmania. In doing so, we will be adding to the Tasmanian economy and helping create jobs for Tasmanians."

Kim Seagram, fermentasmania Chair

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About fermentasmania

Fermentation is the delicious alchemy that transforms our food

- grains into bread, cabbage into kraut, milk into cheese, grapes into wine.



At fermentasmania, we believe in the power of fermentation to transform our produce, our people, and our place. By connecting industry, educators, government, and consumers, we are cultivating a community of creative food lovers & innovators.

The word fermentation comes from the Latin verb "fervere" which means to boil. We believe fermentation can turn the heat up on Tasmania, creating new jobs and new businesses on our island and helping Tasmanian food reach new markets. Through fermentation, we can craft innovative, value-added food & drinks that take a taste of Tasmania to the world.

Human history is replete with examples of resourceful use of food ‘waste’ and also of making ‘hay’ (fermented food products) while the ‘sun’ shines (before foods are spoiled). Fermented foods formed part or the core of staple diets across global cultures; from kim chi in Korea, to Sauerkraut in Germany, to food produced by indigenous Australian cultures.

Fermentation is culture and in Tasmania our culture is alive. Join us on our journey, as we put Tasmania on the map as a unique global centre for excellence in fermentation.

The Fermentas Trade Network is your one-stop-shop for our island's premium fermentation businesses. Let us put you in touch with small and large producers alike to bring a taste of Tasmania to you.

Ask us if you want to know more about the value of fermented foods.

1. Defined Terms

Abbreviation	Term
ABN	Australian Business Number
ACN	Australian Company Number
CRC	Cooperative Research Centre
Focus Fruits	Apples, cherries and grapes
Focus Fruit Waste	fruit and fruit by-products from Focus Fruits that remain unsold
GST	Goods and Services Tax
TFES	Tasmania Freight Equalisation Scheme
UTAS	University of Tasmania

2. Introduction

Fermentasmania and the project partners received funds from the Tasmanian State Government through the SIPP Grant to research current uses of certain fruit seconds and by-products in Tasmania, and to investigate the viability of increasing the economic value derived by growers (and others). This project follows other successful projects related to valorisation of food waste in Tasmania[1].

2.1 Project Stage

This is Stage 5 of a possible 6 stages in this Project (for more details see Appendix A).

Stage 1	Existing Ecosystem Report (complete)
Stage 2	Polyphenolic Fruit Byproduct / Waste Report (complete)
Stage 3	New Ecosystem Viability Report (complete)
Stage 4	Ecosystem Trial Report (in progress)
Stage 5	***Funding and Recommendations Report (this report)***
Stage 6	Fruit Waste Ecosystem Report

2.2 Further Project Stages

The future focus for the Project is on creating and testing new processes, grower relationships, business models and ecosystems that will utilise Focus Fruit Waste and monetise / valorise opportunities for growers. That will necessarily involve identifying:

- Opportunities for growers;
- Opportunities for non-growers, including food processing businesses and entrepreneurs; and
- Parts of the existing ecosystem that need to be supplemented with additional resources and general ecosystem developments that help all stakeholders increase Tasmania's GDP.

2.3 Opportunities for Tasmanian Fruit Growers

Several main opportunities exist for Tasmanian fruit growers, as identified in Stage 2 of the Project, and the economic opportunity for growers from increased valorisation for Fruit Waste from Focus Fruits is in the conservative range of $1.2 million to $10.2 million. That number rises to $54 million to $275 million if growers participate in value-adding processes.

"We are proud to be part of creating new income streams for Tasmanian farmers. We are equally proud to be diverting waste away from carbon emissions and into products that advance Tasmania's economy and global health"

Kim Seagram, fermentasmania Chair

[1] Hort Innovation, 2008, *Innovative approaches to adding value to vegetable waste – Phase 2*, https://www.horticulture.com.au/growers/help-your-business-grow/research-reports-publications-fact-sheets-and-more/mt06053/

"Growers will benefit from understanding production processes and markets beyond the farm gate. By identifying unsold fruits and fruit by-products as an economic opportunity, they will become more profitable and more able to ensure long term viability"

Anna Barlow, fermentasmania Board Member

3. Maximising Valorisation of Focus Fruit Waste

In order to achieve maximum realisation of value from Focus Fruit Waste in Tasmania, several things will be required:

- Additional infrastructure
- Suitable financing options
- Government assistance and funding
- Ecosystem Support

See below for additional detail of those things.

In addition, growers will benefit from perceiving all fruits grown as a variety of economic opportunities. While many growers perceive their role primarily as getting 1st grade fruits to the farm gate, there are viable and growing opportunities to monetise unsold 1st grade fruits, 2nd grade fruits and fruit by-products to Tasmanian, Australian and International markets by transforming raw fruits and fruit by-products into value-added products.

By identifying the maximum value obtainable for every fruit and fruit byproduct, including by understanding possible opportunities identified in this project's Stage 3 Report, growers may participate in greater economic opportunity as they find new buyers who are adding value in Tasmania, and creating or exploiting new markets.

3.1 Infrastructure

Tasmania has very few end-to-end production facilities that process single fruits, which results in bottle-necks at peak harvesting times for processing fruits. Growers and owners of processing infrastructure are forced to make choices about which fruits to harvest and process. For example, while 2nd grade cherries are viable for freezing and use in products outside peak harvest times, they are frequently not picked because there is little prospect of allocating processing infrastructure based on immediate economic viability.

The bottle-necks result in fruits remaining unsold, and going to waste or being transferred at no economic value. Three main infrastructure problems were identified, as summarised and detailed below.

- Cherries in Tasmania are particularly vulnerable to such wastage due to the lack of a large cherry pitting machine
- New technologies are emerging that make concentrated polyphenol products more viable

- Fermentation facilities are due to come online in early 2025

In addition, in order for Tasmania to obtain maximum benefit from increased valorisation, value needs to be added in Tasmania, adding to Tasmania's reputation as a source of fine food ingredients.

3.1.1 Cherry Pitting Machine

Of Target Fruits grown, more cherries are not valorised as a percentage of fruits grown than any other – see Stage 2 – Fruit Waste Report.

Optimal processes for freezing cherries usually involves de-pipping prior to freezing. Tasmania does not have a large scale cherry pitting machine and because cherries are processed at the same time as other summer fruits, only a very small amount of cherries are processed into frozen or freeze dried forms.

Fermentasmania will have a trial-scale pitter as part of its equipment list at opening, however it will only have limited capacity at peak harvest time(less than 1% of cherries grown), and some capacity to process frozen cherries outside that time.

The purchase of a large scale cherry pitter remains unviable for commercial operators because:

- short period of commercial operation (4-5 weeks each year);
- machinery footprint opportunity / storage costs;
- high investment cost (approximately in the range $500,000 - $1,500,000); and
- return on investment period of 7+ years.

Commercial operations are unlikely to invest in additional de-pipping infrastructure without likely or guaranteed returns on investment based on viable businesses buying more pitted cherries for freezing; and/or investment payback period of 3 years or less.

Alternative scenarios that might make a large scale cherry pitter in Tasmania viable include:

- growers or growers' collectives finding new markets for frozen cherries
- Tasmanian businesses demanding a year-round source of frozen cherries to make value-added products, such as cherry vinegar, cherry pies and other cherry-based products identified in this project's Stage 3 – New Ecosystem Report.
- Funding arrangements to shorten return on investment times for commercial investors, in the form of loan support or grant funding.
- Forward contracting for second grade fruits.

3.1.2 New Technologies for Concentrated Polyphenol Products

Two new technologies exist that may speed up processing times for any fruit-based, concentrated polyphenol nutraceutical product – the highest value end product for fruit waste identified in this project.

Sonic destruction and spinning pulverisation are relatively new techniques in the mid stages of commercial development that may offer faster and cheaper ways to create powders from fruits and fruit by-products. For further details of the technologies see the Stage 4 – Ecosystem Stress Test Report.

3.1.3 Fermentation Facilities

The fermentasmania Food Innovation Hub, due to open in early 2025, will add trial-scale and small-commercial scale capacity to the fruit processing infrastructure of Tasmania. As startups reach scale, additional infrastructure is likely to be built that will add to Tasmania's capacity to increase valorisation of fruit and fruit by-products.

3.2 Financing the Ecosystem

Identifying all the financing options for all interested parties is well beyond the scope of this report, not least because of the very large range of commercial options available.

It will be useful to identify some types of finance options, especially those that are outside the usual scope of growers, including Green Loans, Startup / Venture Capital Funding and particularly Government Assistance and Funding. See below for more details of each of those.

3.2.1 'Green' Loans

Green loans are loans that target funding of infrastructure or programs/practices that directly address climate change. They differ from regular business loans in that they have reduced rates, different asset security and / or different pay back periods.

3.2.1.1 Commercial 'Green' Loans

Several of the major banks offer green loans within their agribusiness operations, as follows:

- **Commonwealth Bank:** loans of $10,000 plus on standard terms with reduced rates and meeting certain environmental criteria
- **NAB:** Green loans are available, but public details are limited.

3.2.1.2 Government 'Green' Loans

For details of Government Green loans see section 3.3.

3.2.2 Startup and Venture Capital Funding

Many options exist for startups for funding that are also beyond the scope of this report. However, it is useful to note that AusIndustry maintains a database of startup and venture capital funding on a state-by-state basis (with the exception of Tasmania).

3.3 Government Assistance and Funding

Government funding is available from Federal and Tasmanian State Governments, as summarised in Table 1 – Federal Government Funding Summary (p. 12, below) and Table 2 – State Government Funding Summary (p. 36, below) respectively. Assistance and funding opportunities identified are most relevant to Tasmanian fruit growers and related enterprises.

Local Governments may also be willing to provide funding, land allocation and taxation or levy discounts in certain circumstances. The nature and scope of such arrangements will not be identified in any further detail in this report.

Table 1 – Federal Government Funding Summary

Source/Program	Sub-Program	Type	Timing	Amount (range)	Business Size				Eligibility	Fund limit	Notes / Other
					Startups	SMEs	Medium	Large			
 **Federal**											
3.3.1 AusIndustry (Department of Industry, Science and Resources funded)											
Adviser Finder		Advisory Support	Anytime	**Tools**	✓	✓	✓	✓	Website access	N/A	
Business.gov.au		Support Tools	Anytime	**Tools**	✓	✓	✓		Website access	N/A	
Digital Solutions		Digital Training / Advisory Support	Anytime	**Advisory / Tools**	✓	✓			ABN or ACN Sole trader Business with < 20 employees Website access	N/A	
Grants and Program Finder		Grants Finder	Anytime	**Various**	✓	✓	✓		Website access	N/A	
Kick Start	SEE BELOW – CSIRO										
Regional Managers (Business Outreach Network)		Funding / Advisory Support	Anytime	**In person support**	✓	✓	✓	✓	ABN or ACN	N/A	One Adviser for each of: • South and South East • North, West and North West

Source/Program	Sub-Program	Type	Timing	Amount (range)	Business Size				Eligibility	Fund limit	Notes / Other
					Startups	SMEs	Medium	Large			
 **Federal**											
3.3.2 Australian Tax Office											
R&D Tax Incentive	SMEs	Tax break		**No Cap**	✓	✓			Research Extensive – See below	Nil	Aggregated turnover < $20m Refundable offset of corporate tax rate + 18.5%
R&D Tax Incentive	Medium / Large	Tax break		**No Cap**			✓	✓	Research Extensive – See below	Nil	Aggregated turnover >$20 Offset of corporate tax rate + premium based on R&D as % of turnover
3.3.3 CSIRO											
Kick-Start (with DISR)		Matched Grant	Anytime	**$10K - $50K**	✓	✓			R&D Activities Extensive – See below	Not identified	Annual Up to 2 grants totalling $50,000

Source/Program	Sub-Program	Type	Timing	Amount (range)	Business Size				Eligibility	Fund limit	Notes / Other
					Startups	SMEs	Medium	Large			
Federal											
3.3.4 Department of Agriculture, Fisheries and Forestry											
AgriStarter Loan		Loan Support	Anytime	**Up to $2 million**	✓	✓	✓	✓	Taking steps to access interstate or international markets Others – see below	Not identified	
Climate Smart Agriculture Grants: Partnerships and Innovation		Grant Funding	May open again in 2025	**$250K - $5 million**	✓	✓	✓		Projects Australian Business Number (ABN) Others – see below	$45 million	Funded through National Heritage Trust
Climate Smart Agriculture Grants: Capacity Building		Grant Funding	2nd round opening in 2025	**$10K - $1 million**					Not available	$15 million	Funded through National Heritage Trust
Farm Investment Loan		Loan Support	Anytime	**Up to $2 million**	✓	✓	✓	✓	New farms or farms part of succession planning	Not identified	Provided through Regional Investment Corporation (DISR and DOF funded)

Source/Program	Sub-Program	Type	Timing	Amount (range)	Business Size				Eligibility	Fund limit	Notes / Other
					Startups	SMEs	Medium	Large			
Federal											
3.3.5 Department of Education											
Australia's Economic Accelerator	Ignite	Proof of Concept	July-Aug	**$50K - $500K**					University Industry partner NRF Priority Area Others – see below	$1.6 billion (shared with Innovate, below)	Highly technical requirements Must be a priority area under the National Reconstruction Fund – Primary Industry is a priority area
Australia's Economic Accelerator	Innovate	Proof of Scale	EOI: July-Aug	**Up to $5 million**					University Industry partner NRF Priority Area Others – see below	$1.6 billion (shared with Ignite, above)	Highly technical requirements Must be a priority area under the National Reconstruction Fund – Primary Industry is a priority area
National Industry PhD Program	Companies and PhD Candidates	PhD Support	Feb-March & July - Aug	**$ Various**					PhD Research Project Others – see below	$296 million	Highly technical requirements

Source/Program	Sub-Program	Type	Timing	Amount (range)	Business Size				Eligibility	Fund limit	Notes / Other
					Startups	SMEs	Medium	Large			
Federal											
3.3.6 Department of Industry, Science and Resources											
Cooperative Research Centres	Grants	Matched Funding*	Generally Annually – Jan. start	**By application**					Collaborations Highly technical requirements	N/A	Highly technical requirements
Cooperative Research Centres	Projects	Grant Funding	At least Annually – Round 17 late 2024	**$100K - $3million**	✓	✓	✓		SME ABN Incorporated trading entity	$823 million	Maximum period 3 years
Industry Growth Program	Advisory Services	Advisory Services	Any Time	**N/A**	✓	✓			Annual turnover of less than $20 million for each of the last 3 financial years Australian business number (ABN) Other - see below	N/A	
Industry Growth Program	Early Stage	Matched Grant	Anytime Capped	**$50-$250K**	✓	✓			Must take Advisory Services first. Growth Project	N/A	Value add in agriculture, forestry and fisheries
Industry Growth Program	Commercialisation and Growth	Advisory Services	Any Time	**$100K-$5M**			✓		Must take Advisory Services first. Growth Project	N/A	Value add in agriculture, forestry and fisheries



Federal Funding

3.3.1 Federal – AusIndustry

AusIndustry, funded by the Federal Department of Industry, Science and Resources, has several programs supporting agribusiness. Support includes a range of Tools, In Person support and a Grants Finder.

https://www.industry.gov.au/science-technology-and-innovation/industry-innovation/ausindustry

See also 3.3.6

Adviser Finder		**Support Type:**	**Tools**
Grant Amounts:	**N/A**	**Fund Total:**	**N/A**

Search to find a business adviser or expert relevant to your interests and location. Chat to a business adviser or expert online, over the phone or face-to-face — some mobile advisers will visit your business.

https://business.gov.au/expertise-and-advice

Eligibility
To be eligible, you must:
- have website access

Business.gov.au		**Support Type:**	**Tools**
Grant Amounts:	**N/A**	**Fund Total:**	**N/A**

The Business.gov.au website gathers many resources to assist the Australian business community; including start-ups, small and medium businesses, family enterprises and business advisers.

https://business.gov.au

Eligibility
To be eligible, you must:
- have website access

Digital Solutions		Support Type:	Advisory / Tools
Grant Amounts:	4 hours	Fund Total:	N/A

The Digital Solutions – Australian Small Business Advisory Services program works with small businesses to make the most of digital tools and offers broader advice specific to your business needs such as:

- how digital tools can help your small business
- websites and selling online
- social media and digital marketing
- using small business software
- online security and data privacy.

Digital Solutions offers up to 4 hours of one-on-one tailored support as well as unlimited attendance at group workshops or webinars.

https://business.gov.au/expertise-and-advice/digital-solutions-australian-small-business-advisory-services

Eligibility
To be eligible, you must:

- have an Australian Business Number (ABN) or Australian Company number (ACN)
- be a Sole Trader or business with less than 20 employees FTE
- have website access

Grants and Program Finder		Support Type:	Grants Finder
Grant Amounts:	Various	Fund Total:	Various

If you're doing business in Australia, this guided search will help you find grants, funding and support programs from across government.

https://business.gov.au/grants-and-programs

Eligibility
To be eligible, you must:

- have website access

Kick Start	Support Type:	Matched Grant
SEE BELOW – 3.3.3 CSIRO		

Regional Managers (Business Outreach Network)		**Support Type:**	**In Person Support**
Grant Amounts:	**N/A**	**Fund Total:**	**N/A**

AusIndustry operates a network of 30 Regional Managers across the country who are connected to regions, communities and industries and provide a local business connection.

Regional Managers will take time to listen and understand business needs and identify government support mechanisms to enable growth opportunities. They nurture partnerships and networks, provide connections, and help businesses navigate local, state and federal government.

https://business.gov.au/expertise-and-advice/ausindustry

Eligibility
To be eligible, you must:

- have an Australian Business Number (ABN) or Australian Company number (ACN)

3.3.2 Federal – Australian Taxation Office

The ATO offers incentives for incorporated, non tax-exempt, Australian entities to invest in research and development.

https://www.ato.gov.au/

R&D Tax Offset		Support Type:	Tax Break
Grant Amounts:	N/A	Fund Total:	N/A

Co-Administered by the Australian Taxation Office and the Industry Innovation and Science Australia (an independent statutory board funded by the Department of Industry, Science and Technology), the R&D Tax Incentives are set up for business to claim R&D expenditure and possibly get cash refunds for loss-making research.

They are offered for SMEs and Medium Enterprises, as detailed in the following table.

Turnover of Australian Company	Tax Offset	Loss Making operations	Profit making operations
< $20 million turnover	43.50%	cash-refundable	non-refundable
> $20 million turnover	38.50%	non-refundable	non-refundable

The incentive / offset is not industry specific, however specific defined criteria need to be met for expenditure to qualify.

https://www.ato.gov.au/businesses-and-organisations/income-deductions-and-concessions/incentives-and-concessions/research-and-development-tax-incentive-and-concessions/research-and-development-tax-incentive

Eligibility
To be eligible, you must:

- be an incorporated non tax-exempt Australian entity

3.3.3 Federal – CSIRO

The CSIRO works with industry, government and the research community to turn science into solutions to address Australia's greatest challenges, including food security and quality; sustainable energy and resources; health and wellbeing; resilient and valuable environments; future industries; and a secure Australia and region.

https://www.csiro.au/en/work-with-us/funding-programs/SME/CSIRO-Kick-Start/about

https://business.gov.au/grants-and-programs/CSIRO-KickStart

Kick-Start*		**Support Type:**	**Matched Grant**
Grant Amounts:	**$10K - $50K***	**Fund Total:**	**N/A**

CSIRO's Kick-Start program helps start-ups and small businesses overcome some of these barriers to pursue R&D activities, by providing an end-to-end facilitation service, including:

- help with articulating research questions
- connecting businesses with relevant CSIRO researcher expertise and capability
- matched funding support to improve the affordability or expand the scope of R&D services of $10,000 to $50,000

Eligibility

To be eligible, you must:

- have an Australian Company number (ACN)
- be registered for goods and services tax (GST)
- have your primary place of business within Australia
- demonstrate the ability to dollar-match the funding
- have an annual turnover of less than $10 million, in the current and each of the 2 previous financial years, or
- have been a registered company for less than 3 years

** Eligible businesses can apply for up to two grants totalling not more than $50,000*

3.3.4 Federal – Department of Agriculture, Fisheries and Forestry

Australian Government
Department of Agriculture, Fisheries and Forestry

The Department of Agriculture, Fisheries and Forestry:

- maintains and creates agricultural export opportunities, to provide gains for Australian agriculture, fishing and forestry,
- manages biosecurity risks to Australia to protect our industries and way of life
- engages with international counterparts to reinforce Australia's role in shaping how the global agriculture and fibre sector addresses food security, productivity, trade, sustainability and the impacts of climate change.

The Departments Grants Programs will help drive agricultural productivity, competitiveness, and sustainability by supporting farmers and the agricultural sector to:

- adopt climate-smart practices that reduce emissions and build climate resilience
- harness carbon and biodiversity incentives and implement industry sustainability frameworks
- adopt sustainable natural resource management practices that protect natural capital and biodiversity.

https://www.agriculture.gov.au/about/what-we-do

AgriStarter Loan*		**Support Type:**	**Loan Support**
Grant Amounts:	**Loan up to $2 million**	**Fund Total:**	**Not Identified**

The loans are to:

- encourage and support people in securing their first farming business.
- assist with farm business succession planning and giving effect to succession plans.

Loans can be used to:

- Fund Purchases - existing farm business, land, infrastructure and other assets as part of establishing or developing a farm business.
- Fund Succession - buy out relatives during farm business succession. Pay costs associated with the succession planning process, legal costs or stamp duty.
- Invest - in new infrastructure, machinery or productivity enhancements.
- Refinance Debt - certain existing farm-related debt at a low interest rate to improve cash flow.

The scheme has settled over $3 billion in loans.

https://www.ric.gov.au/loans/agristarter

Eligibility

To be eligible, you must:

- Be an Australian citizen or permanent resident
- Contribute or plan to contribute at least 50% of your labour to the farm business
- Earn or plan to earn at least 50% of your income from the farm business (under normal circumstances)
- Have a business that:

  - Is in financial need of a loan
  - Is financially viable or has sound prospects of becoming financially viable within the term of the loan
  - Undertakes all primary production wholly within Australia
  - Operates as a sole trader, partnership, a trust or a corporation
  - Has an ABN and is registered for GST
  - Has the capacity to repay the loan
  - Has existing commercial debt or can obtain commercial debt
  - Is an eligible industry such as agriculture, horticulture, pastoral, beekeeping (apiculture), or aquaculture industry
  - Is not under external administration or bankruptcy
  - Has a connection to 'constitutional trade and commerce'
- provide security for the loan
- secure the support of your commercial lender for the proposed loan
- repay the loan

** Provided by the Regional Investment Corporation under and agreement with the Department of Agriculture, Fisheries and Forestry and the Department of Finance*

Climate Smart Agriculture Grants: Partnerships and Innovation		**Support Type:**	**Grants**
Grant Amounts:	**$250,000 - $5 million**	**Fund Total:**	**$ 45 million**

Partnerships and Innovation grants of between $250,000 and $5 million can be used for medium to large scale projects across a range of activities, from development of climate-smart technologies to improve farm efficiencies, decision support tools and smartphone applications, to new practices for sustainable grazing, cropping systems and pasture management.

The first round of the Partnerships and Innovation grants is now closed. A second grant round may occur if the $45 million is not fully allocated in the first round. The Outcomes the Grant is intending are:

- **Outcome 1**: by 2028 the grants will have increased the number and area of Australia's agriculture sector entities and land managers that have trialled, developed and/or implemented innovative technologies, tools or practices to improve the uptake and use of sustainable agricultural practices leading to the protection and enhancement of our soil, water and vegetation resources.
- **Outcome 2**: by 2028 Partnerships and Innovations grants will have increased the number and area of Australia's agriculture sector entities and land managers that have adopted practices which have or will build resilience to the impacts of climate change, increase carbon sequestration and/or reduce emissions in farming systems.
- **Outcome 3**: by 2028 the grants will have supported the operationalisation and uptake of industry sustainability frameworks and credentials, and will have increased the number of sustainable agricultural practices that meet evolving market access requirements.

https://www.agriculture.gov.au/agriculture-land/farm-food-drought/natural-resources/landcare/climate-smart

Eligibility
To be eligible, you must:

- have an Australian Business Number (ABN)
- be a permanent resident of Australia
- have an account with an Australian financial institution
- be financially viable
- be located in Australia
- be part of a consortium arrangement that meets the requirements set out in section 2.1.2 of the Grant Opportunity Guidelines.
- be, or be a Trustee of, one of the following entity types:
  - Indigenous Corporation
  - Company
  - Incorporated association
  - Local Government Entity
  - Cooperative
  - Corporate Commonwealth Entity
  - Corporate State or Territory Entity
  - Non-corporate State or Territory Entity
  - Non-corporate State or Territory Statutory Authority
  - Partnership
  - Person
  - Sole Trader
  - Statutory Entity.

Climate Smart Agriculture Grants: Capacity Building		**Support Type:**	**Grants**
Grant Amounts:	**$10,000 - $1 million**	**Fund Total:**	**$ 15 million**

Capacity Building grants of between $10,000 and $1 million are available for a range of activities that enable farmers to access the latest climate-smart and sustainable agriculture approaches and inform decisions about their farming operations. These grants focus on increasing community capacity and capability for climate-smart, sustainable agriculture and natural resource management practices in Australia to drive on-ground adoption. The grants will build on the success of existing climate-smart, sustainable agriculture projects, initiatives and information sources.

https://www.agriculture.gov.au/agriculture-land/farm-food-drought/natural-resources/landcare/climate-smart

Eligibility
Eligibility criteria not provided

N.B. Eligibility information for the Climate Smart Agriculture Grants – Partnerships and Innovation was not provided by the Department of Agriculture, Fisheries and Forestry citing probity concerns. The source for eligibility information was https://www.grants.gov.au/Go/Show?GoUuid=0eb7067d-3a31-4395-9fff-d8d14ac4e66e

Farm Investment Loan		Support Type:	Loan Support
Grant Amounts:	Up to $2 million	Fund Total:	N/A

The loans are to:

- Strengthen your farm business by taking steps to access markets interstate or outside Australia.
- Prepare for, manage through or recover from severe business disruptions.

Loans can be used to:

- Fund risk management - Prepare for natural disasters, biosecurity risks, market closures or other disruptions by diversifying markets, improving farm production or making land purchases.
- Enhance productivity - Invest in new infrastructure, machinery or productivity enhancements to support growth.
- Refinance debt - Refinance existing debt at a low interest rate to improve cash flow.
- Pay for expenses - Pay for operating and/or capital expenses to build your business.

https://www.ric.gov.au/loans/farm-investment

Eligibility

To be eligible, you must:

- Be an Australian citizen or permanent resident
- Contribute or plan to contribute at least 75% of your labour to the farm business
- Earn or plan to earn at least 50% of your income from the farm business (under normal circumstances)
- Own or lease land and use it for farming purposes (including agistment)
- Have a business that:
    - Solely or mainly sell products into supply chains that are interstate or outside Australia, or plan to in the future to do so
    - Is in financial need of a loan
    - Is in financial need of a loan
    - Has the capacity to repay the loan
    - Is financially viable in the long term
    - Has existing commercial debt
    - Is an eligible industry such as agriculture, horticulture, pastoral, beekeeping (apiculture), or aquaculture industry
    - Undertakes all primary production aspects of the business wholly within Australia
    - Is registered for tax purposes in Australia with an ABN and is registered for GST
    - Operates as a sole trader, trust, partnership or private company
    - Is not under external administration or bankruptcy
- provide security for the loan
- secure the support of your commercial lender for the proposed loan
- repay the loan

** Provided by the Regional Investment Corporation under agreement with the Department of Agriculture, Fisheries and Forestry and the Department of Finance*

3.3.5 Federal – Department of Education

Australian Government
Department of Education

The Department of Education provides strategic direction and national leadership of Australia's education system – through early years, school, higher education and research. It also advises the Australian Government on education and stewards government vision for reforming Australia's education system.

https://www.education.gov.au/

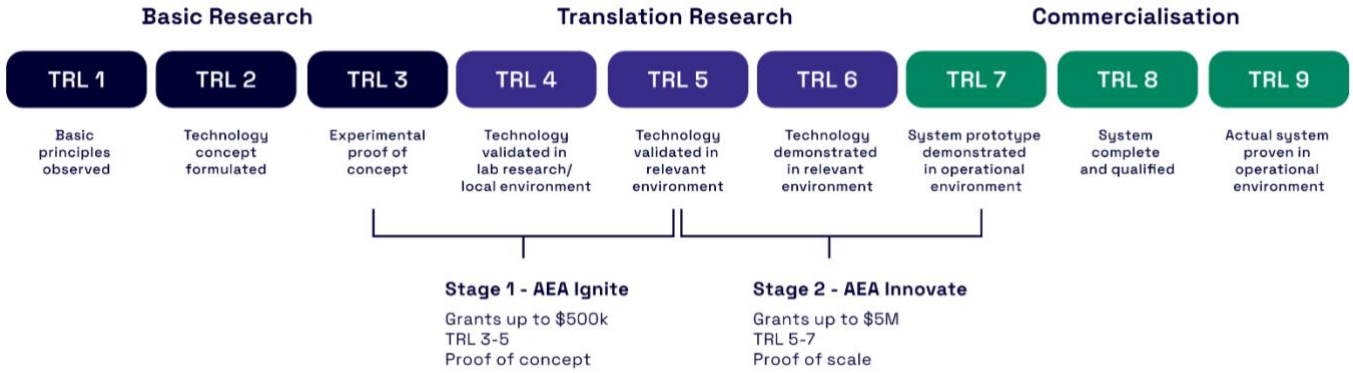
Australia's Economic Accelerator - Ignite and Innovate Grants		Support Type:	PhD Support
Grant Amounts: Ignite	$ 50,000 - $500,000	Fund Total:	$ 1.6 billion
Grant Amounts: Innovate	Up to $5 million		

Australia has some of the best universities in the world. Researchers at our universities are working on ideas that could shape the nation and transform lives for the better. Australia's Economic Accelerator (AEA) will help to achieve this by supporting the journey from cutting-edge research to the products and services of the future.

The AEA operates as a priority-driven grant program to support projects aligned with national research priorities with high commercial opportunity, under the guidance of experts.

https://www.education.gov.au/australias-economic-accelerator
https://www.aea.gov.au/about-australias-economic-accelerator/aea-grants

Grants are provided for Translation Research stages for Proof of Concept and Proof of Scale, as shown in the diagram below.



Eligibility

To be eligible, you must

- Be a University willing to work in partnership with Industry
- have a project in one of the Australian Government identified priority areas of the economy, outlined in the National Reconstruction Fund Corporation (Priority Areas) Declaration 2023. https://www.nrf.gov.au/what-we-do/investment-guidance

The two categories that may be most relevant for reduction of fruit waste are:

Agriculture forestry and fisheries: Australia's agriculture, forestry, and fisheries sectors make a significant contribution to our economy. There is an opportunity to add value to these sectors, while also supporting regional development and creating local jobs.

Potential areas of focus

The National Reconstruction Fund Corporation may invest in activities that add value to the agriculture, forestry and fisheries sectors by:

- manufacturing products for use in or in connection with primary industries
- processing primary industry outputs into higher value goods.

Activities may include:

- fertiliser and farm equipment manufacture
- technologies to manage crop, tree, and animal health
- improved storage solutions that extend product life
- manufacturing food, beverages, timber and fibre products that are processed from primary industry outputs.

https://www.nrf.gov.au/what-we-do/our-priority-areas/agriculture-forestry-and-fisheries

Renewables & low emissions tech: Investment in renewables and low emission technologies will support Australian industries to decarbonise, while also providing opportunities to meet the increasing demand in global supply chains.

Potential areas of focus

The National Reconstruction Fund Corporation may invest in commercial opportunities for manufacturing products related to:

- renewable energy generation, transmission, distribution, or storage
- reducing greenhouse gas emissions
- energy efficiency
- recycling
- waste reduction or resource recovery.

Manufacturing does not cover the installation of standalone renewable energy infrastructure for the generation of power for general use, such as solar or wind farms. It does include opportunities such as the manufacture of:

- components of wind turbines
- batteries
- solar panels
- hydrogen electrolysers
- innovative packaging solutions for waste reduction.

https://www.nrf.gov.au/what-we-do/our-priority-areas/renewables-and-low-emission-technologies

National Industry PhD Program		Support Type:	PhD Support
Grant Amounts:	$ Various	Fund Total:	$ 296 million

The National Industry PhD Program is designed to support a doctoral program with an industry application. Under appropriate academic and industry supervision, PhD candidates undertake a co-designed research project with university and industry participation. It will support PhD candidates to undertake industry-focused research projects and be equipped with the knowledge and skills to better translate university research into commercialisation outcomes.

The Program consists of two streams:

- **Industry Linked PhD stream:** This stream is for outstanding PhD candidates to undertake research projects co-designed by university and industry, with opportunities to be embedded in an industry setting and participate in a 12-week training program.
- **Industry Researcher PhD stream:** This stream is for highly capable industry professionals who are supported by their employers to undertake PhD projects in partnership with a university while retaining industry employment and salary benefits.

https://www.education.gov.au/national-industry-phd-program

Eligibility

To be eligible, you must:

- Have a PhD Research Project that is suitable for PhD Candidates to undertake with a potential industry application; either single projects for one PhD Candidate, or multiple projects for more than one PhD Candidates

Other requirements are highly technical in nature and detailed in the Program Guidelines

https://www.education.gov.au/national-industry-phd-program/resources/national-industry-phd-program-program-guidelines

3.3.6 Federal – Department of Industry, Science and Resources

Australian Government
Department of Industry, Science and Resources

The Department's purpose is to help the government build a better future for all Australians through enabling a productive, resilient and sustainable economy, enriched by science and technology by:

- growing innovative and competitive businesses, industries and regions
- investing in science and technology
- supporting a strong resources sector.

https://www.industry.gov.au/publications/corporate-plan-2024-28#our-key-activities-and-strategic-priorities-3

See also 3.3.1

Cooperative Research Centres: Grants		**Support Type:**	**Matched Funding***
Grant Amounts:	**$ not disclosed**	**Fund Total:**	**N/A**

The Cooperative Research Centres (CRC) Program is an Australian Government initiative that was established in 1990 and funds industry-led collaborations between industry, researchers and end users. The CRC Program links researchers with industry and government with a focus towards research application.

The Grants Program supports medium to long term, industry-led collaborations, up to 10 years.

https://www.cooperativeresearch.org.au/resources/about-the-crc-program-/

Eligibility
To be eligible, you must:

- submit your application from a group that has agreed to collaborate
- have at least one Australian industry organisation and one Australian research organisation in your collaboration
- show you can at least match the grant funding
- if successful, establish the CRC as an incorporated company, limited by guarantee
- be a medium to long term industry-led collaborative research project aimed at solving industry-identified problems and improving the competitiveness, productivity and sustainability of Australian industries
- include an industry-focused education and training program, which must include, but is not limited to, a PhD program which complements the research program and increases engagement, technology development, skilled employees and R&D capacity within industry entities
- implement strategies which build the R&D capacity within SMEs
- deploy research outputs and encourage take-up by industry.

** Matched Funding will be up to 50% of the total funds.*

Because it is unlikely that Growers will be eligible to apply for CRC Grant Funding, it is useful to list various funded CRC's that directly target innovation in the use of fruit waste and by-

products and fermentation as a value-add process. Currently active CRC Grant-funded organisation that have a focus on Fruit Waste and Fermentation are:

- **End Food Waste CRC**: As the largest CRC focussing on Food Waste, including running the National Food Waste Summit, relevant research projects include:
  - High Nutrition Ingredients from apple waste and grape marc.
  - Trading practices and impacts on food waste
  - Foodbank / donated food and food waste
  - SME use of food waste
  - Food Waste valorisation
  - Producing high nutrition ingredients from apple waste and grape marc with no residue
  - Options for using apple pulp residue
  - Various circular economy projects

  https://endfoodwaste.com.au/

- **Food Agility CRC** : Relevant research projects include:
  - Several approaches that are using AI, sensors, satellite data and robotics to increase productivity
  - Tracing cherries (and other fruits and vegetables) using blockchain as a farm-forward solution.

  https://www.foodagility.com

- **Future Food Systems** : Relevant research projects include:
  - Using ultrasound to increase freeze drying efficiency
  - Engineering Yeast to increase fermentation productivity and outcomes (currently in the diary sector)
  - Farmer-driven Waste Reduction
  - Review of the Sustainable Innovation Food Technologies Centre in WA (apposite especially for Project Partner FermenTasmania).

  https://www.futurefoodsystems.com.au/

- **Zero Net Emissions Agriculture CRC** : With a general focus on crop and vegetable agriculture, there are a few projects of interest for Tasmanian Fruit Growers. Relevant research projects include:
  - Whole-Farm and Mixed enterprise analysis – relevant to fruit growers who also have animals

  https://zneagcrc.com.au/our-approach/

Cooperative Research Centres: Projects		Support Type:	Grant Funding
Grant Amounts:	$100,000 - $3 million	Fund Total:	$ 823 million

The Cooperative Research Centres (CRC) Program is an Australian Government initiative that was established in 1990 and funds industry-led collaborations between industry, researchers and end users. The CRC Program links researchers with industry and government with a focus towards research application.

The Projects Program supports short term, industry-led collaborations, up to 3 years*.

https://business.gov.au/grants-and-programs/cooperative-research-centres-projects-crcp-grants

Eligibility
To be eligible, you must:

- be an SME
- have an Australian business number (ABN)
- be incorporated in Australia and a trading corporation.
- trading activities must be either:
  - enough to be called a trading corporation
  - a major, not minor, part of your overall activity.
- have project partners that must include:
  - 2 Australian industry organisations
  - 1 Australian research organisation.

** Projects tend to be funded through CRC Grant Recipients (see above)*

Industry Growth Program: Advisory Services		**Support Type:**	**Advisory Support**
Grant Amounts:	**N/A**	**Fund Total:**	**N/A**

The Industry Growth Program supports innovative small and medium enterprises undertaking commercialisation and/or growth projects. Through the program, you will be connected to an Adviser who will:

- help you test your business model and help you overcome challenges with your innovative project
- work with you to develop recommendations for commercialisation and growth priorities and strategies
- consider suitable pathways for support and funding, which may include an Industry Growth Program grant opportunity

https://www.industry.gov.au/science-technology-and-innovation/industry-innovation/industry-growth-program

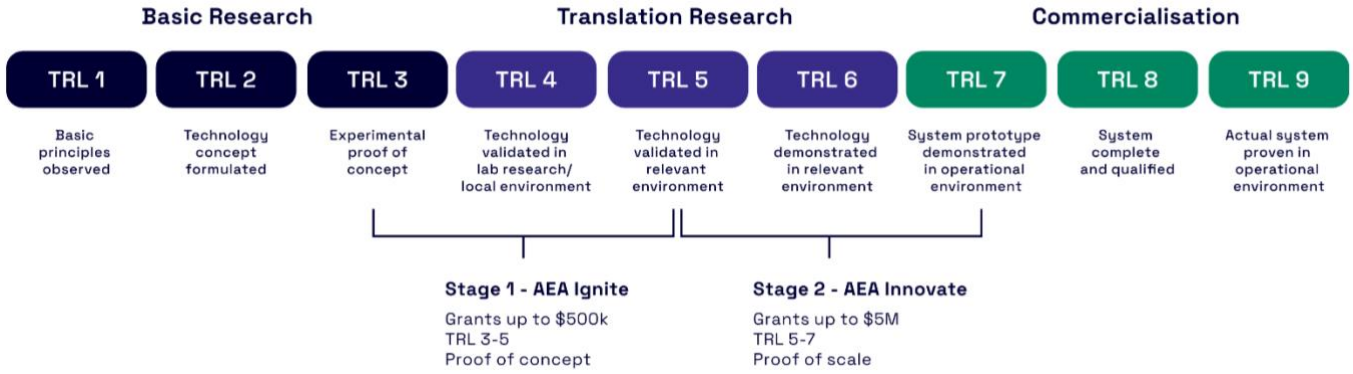
Eligibility

To be eligible, you must:

- have a combined annual turnover of less than $20 million for each of the 3 financial years before lodging your application
- have an Australian business number (ABN)
- are not exempt from paying income tax
- are registered for the goods and services tax (GST).
- One of the following:
  - a company incorporated in Australia; OR
  - a co-operative; OR
  - an incorporated trustee applying on behalf of a trust
- if an employer of 100 or more employees, complies with the Workplace Gender Equality Act (2012)

Industry Growth Program: Early Stage		Support Type:	Matched Funding
Grant Amounts:	$50,000 - $250,000	Fund Total:	N/A

Early-Stage Commercialisation grants are for projects at the feasibility study, proof-of-concept and prototyping stages. A common reference to describe this journey is Technology Readiness Levels (TRLs). As a guide, Early-Stage Commercialisation grant projects are intended broadly to include the journey through TRL3 to TRL6, as shown in the diagram below.



Eligibility
for further information please refer to the Grant Opportunity Guidelines.
The grants can be used for projects and business activities that help your business establish the commercial viability of innovative products, processes or services.

https://business.gov.au/grants-and-programs/industry-growth-program#grant-opportunities

Eligibility
To be eligible, you must:

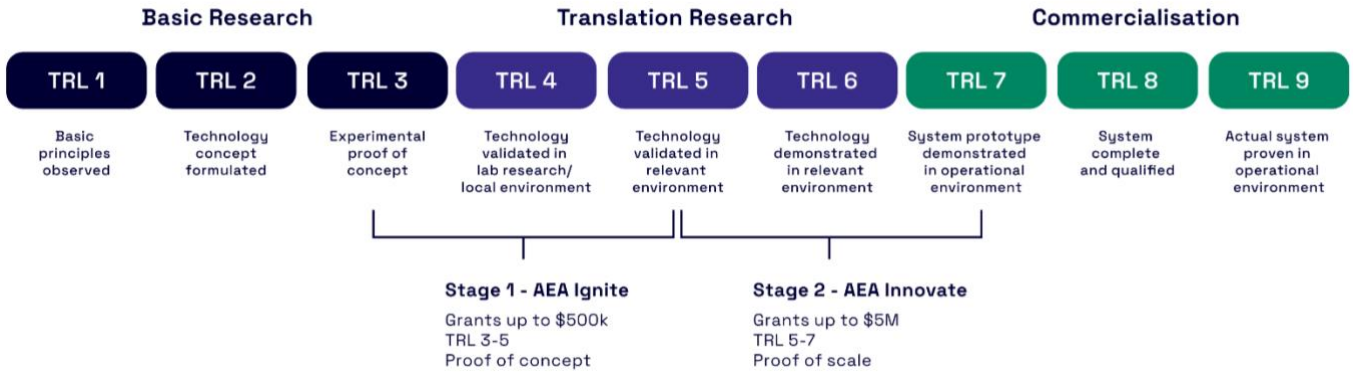
- have received a report from the Industry Growth Program Advisory Services
- have a combined annual turnover of less than $20 million for each of the 3 financial years before lodging your application

Industry Growth Program: Commercialisation and Growth		Support Type:	Matched Funding
Grant Amounts:	$100,000 - $5 million	Fund Total:	N/A

Commercialisation and Growth grants are for innovative projects that are in prototyping through to market-readiness stages.
Activities include:

- developing strategies for entering the market
- accelerating growth
- scaling up into national and international markets.

As a guide, Commercialisation and Growth grant projects are intended broadly to include the journey through TRL4 to TRL9, as shown in the diagram below.



https://business.gov.au/grants-and-programs/industry-growth-program#grant-opportunities

Eligibility

To be eligible, you must:

- have received a report from the Industry Growth Program Advisory Services
- have a combined annual turnover of less than $20 million for each of the three financial years
- own or have access to any Intellectual Property (IP) you need to undertake your commercialisation and growth project and own or have the exclusive right to commercialise any IP generated from it.
- can provide evidence of your ability to fund at least your share of eligible project expenditure, such as funding strategy and a bank statement or loan agreement. You must provide an
- accountant declaration that confirms your ability to fund the projects

Table 2 – State Government Funding Summary

Source/Program	Sub-Program	Type	Timing	Amount (range)	Business Size				Eligibility	Fund limit	Notes / Other
State					Startups	SMEs	Medium	Large			
Department of Natural Resources and Environment											
Climate Farming Advice Rebate (Pilot)		Matched Funding	Anytime	**Up to $10,000**	✓	✓	✓	✓	Tasmanian primary producer Others – see below	$250,000	
Farm Business Planning Tools		Tools	Anytime	**Tools**	✓	✓	✓	✓	Website access	N/A	
Farm Business Resilience Program		Digital Training / Advisory Support	Anytime Current enrolment until March 2025	**In Person support / Tools**	✓	✓	✓	✓	A farm business with ABN Website access	N/A	
Tasmanian Waste and Resource Recovery Board (funded by the Department of Natural Resources and Environment)											
To be determined – Recently Funded – SEE BELOW											

Source/Program	Sub-Program	Type	Timing	Amount (range)	Business Size				Eligibility	Fund limit	Notes / Other
					Startups	SMEs	Medium	Large			
State											
Department of State Growth											
Accelerating Trade Grant Program		Matched Funding	Anytime	**Up to $10,000**		✓			Tasmanian business with ABN and GST registered Other – see below	Nil	Market Development focus
AgriGrowth Loan Scheme		Loan Support	Anytime	**$100K - $3 million**	✓	✓			Tasmanian farm or agrifood business with ABN and GST registered Other – see below	Nil	
AgriGrowth Loan Scheme: Young Farmer Support Package		Loan Support	Anytime	**Up to $250,000**	✓	✓			Eligible for Agrigrowth Loan Scheme No more than 45 y.o. Other – see below	Nil	
Tasmanian Business Advice Service		Advisory Support	Anytime	**Advisory**	✓	✓	✓	✓	Website access Other – see below	N/A	
Trade and Export Toolkit		Tools		**Tools**	✓	✓			Website access	N/A	

Source/Program	Sub-Program	Type	Timing	Amount (range)	Business Size				Eligibility	Fund limit	Notes / Other
					Startups	SMEs	Medium	Large			
State											
Office of the Coordinator General											
Strategic Project Facilitation		Case Manage-ment	Anytime	**Case Management Support**	✓	✓	✓	✓	Projects Other – see below	N/A	Specific Guidelines
Red Tape Reduction		Policy Review	Anytime	**Policy Review**	✓	✓	✓	✓	Policy or Legislative change	N/A	
Unsolicited Proposals		Case Manage-ment	Anytime	**Case Management Support**	✓	✓	✓	✓	Major Projects Other – see below	N/A	Specific Guidelines



State Funding

3.3.7 Tasmania – Department of Natural Resources and Environment

The Department of Natural Resources and Environment We deliver a sustainable Tasmania by protecting and enhancing Tasmania's cultural and natural values; facilitating productive and sustainable industries; and by promoting the sustainable use, presentation, and enjoyment of our cultural and natural values.

https://nre.tas.gov.au/about-the-department

Climate Farming Advice Rebate (Pilot)		Support Type:	Matched Funding
Grant Amounts:	**Up to $10,000**	**Fund Total:**	**$250,000**

The Carbon Farming Advice Pilot Rebate Program provides primary producers with rebates of up to $10,000 for advice sought about the costs and benefits of accessing carbon credits, auditing requirements, and on-ground actions that are eligible for carbon credits.

https://nre.tas.gov.au/agriculture/government-and-community-programs/carbon-farming-opportunities/carbon-farming-advice-rebate-pilot-program

Eligibility

To be eligible, you must:

- Be a property owner, share-farmer or lessee based in Tasmania.
- Operate a primary production business as a sole trader, partnership, trust or private company operating and located in Tasmania.
- Earns more than 50 per cent of their gross income from primary production activities under normal seasonal circumstances; OR
- Commenced operating the primary production business between 1 July 2018 and 30 June 2021 and more than 50 per cent of the applicant's gross income will be derived from the business within three years of the date of the application (considered on a case by case basis).
- Have not received and paid for eligible advice before applying and receiving a notice of eligibility from NRE.
- Have not previously received advice relating to a substantially similar project activity or location.

Farm Business Planning Tools		Support Type:	Tools
Grant Amounts:	N/A	Fund Total:	N/A

The tools available include

- Gross Margin Analysis Tools
- Organics Gross Margin report
- Gross Margin Analysis spreadsheets
- Financial Management Modules
- Improving Energy Efficiencies On Farm
- Tasmanian Wine
- Climate Change Tools (including information about Carbon Credits)

https://nre.tas.gov.au/agriculture/investing-in-irrigation/farm-business-planning-tools

Eligibility
To be eligible, you must:

- have website access

Farm Business Resilience Program		Support Type:	Advisory
Grant Amounts:	Advisory Services	Fund Total:	N/A

The Farm Business Resilience (FBR) program provides highly subsidised access to industry professions that provide training and individual coaching to help develop your business resilience plan.

The FBR program will pay the vast majority of the training and coaching costs, but as this is a farm's plan there is an expectation that growers will make a contribution to the overall cost. Fruit Growers are required to make an upfront co-contribution of $550 (including GST),

Designed for all enterprises large and small, the program:

- Provides business coaching to improve your confidence in making business decisions and managing farm risk.
- Gives you knowledge and tools needed to get the most out of your farming business.
- Helps you develop strategies / actions on managing risks and progress opportunities.
- Offers new skills and techniques to build your own personal resilience, to help you focus on the opportunities and be equipped to deal with challenges.

https://nre.tas.gov.au/agriculture/farm-business-resilience-program-(tasmania)
https://www.tasfarmingfutures.com.au/resilient-farming-tas

Eligibility
To be eligible, you must:

- Have website access
- Have an ABN

3.3.8 Tasmania – Department of State Growth

The Department of State Growth heads a strategic approach that drives economic growth, and supports the community, industry and business in the creation of jobs and opportunities for Tasmanians working across a variety of industry and services.

https://www.stategrowth.tas.gov.au/about

Accelerating Trade Grant Program		Support Type:	Matched Funding
Grant Amounts:	Up to $10,000	Fund Total:	N/A

The Accelerating Trade Grant Program helps Tasmanian businesses to collaborate, expand their presence and introduce Tasmanian products and services to the world in accordance with the Tasmanian Trade Strategy.

Projects must be targeting markets outside Tasmanian and funding eligible expenditure includes:

- Campaigns in television, print and/or magazine media.
- Website design/re-design where it relates to attracting a new market/audience
- Online promotions, including social media campaigns.
- Printed brochures or pamphlets.
- Digital productions such as promotional videos, or multimedia presentations.
- Cost of samples at wholesale cost (maximum grant funding is $1,000)
- Freight for samples (maximum grant funding for this expense item is $350
- Attending trade exhibitions and promotions including certain related expenses

https://www.stategrowth.tas.gov.au/grants_and_funding_opportunities/grants/accelerating_trade_grant_program
https://www.stategrowth.tas.gov.au/__data/assets/pdf_file/0004/528988/Accelerating_Trade_Grant_Program_2024-25_Guidelines.pdf

Eligibility

To be eligible, you must:

- be a Tasmanian business able to demonstrate that their products or services are produced, transformed or value-added in Tasmania, and are, or are intended to be, despatched from Tasmania.
- have an active Australian Business Number (ABN) and be registered for GST.
- have annual sales turnover greater than $150,000 in at least one of the two last full financial years, or in the current financial year-to-date
- have annual sales that have never exceeded $10 million
- be able to demonstrate necessary capabilities, resources and capacity

https://www.stategrowth.tas.gov.au/__data/assets/pdf_file/0004/528988/Accelerating_Trade_Grant_Program_2024-25_Guidelines.pdf

AgriGrowth Loan Scheme		Support Type:	Loan Support
Grant Amounts:	$ 100,000 - $3 million	Fund Total:	N/A

The AgriGrowth Loan Scheme provides low interest loans to Tasmanian farm businesses and agri-food businesses that could not be brought forward and/or financed under normal banking arrangements. It will support projects that advance the government's Agrivision 2050 plan.

Features of the scheme are:

- Loan amounts up to 80 per cent of a recognised valuation for freehold assets provided for loan security. Other non-freehold assets may also be considered for security.
- The maximum loan term is normally up to 5 years. Longer terms up to 15 years may be considered in specific circumstances.
- Variable concessional interest rates will apply (in the order of 6.28 per cent per annum as at August 2024 for a maximum of 5 years).
- Loans must be repaid in full or fully refinanced at the end of the agreed loan term.
- Principal loan instalments will commence when cash flow is generated.
- Applications will be assessed on the criteria contained within the guidelines.

https://www.stategrowth.tas.gov.au/grants_and_funding_opportunities/loans/agrigrowth

https://nre.tas.gov.au/agriculture/agrivision-2050-tasmania-government-policies

Eligibility

To be eligible, you must:

- be a Tasmanian Farm Business (involved in agriculture, horticulture, pastoral, apiculture, or aquaculture industries and may also be for activities related to agri-tourism.); OR
- be an Agri-food Business (businesses that transform, package or otherwise value-add to primary products that are marketable for human consumption; generally limited to 35 or fewer full time equivalents and have an annual turnover of $5 million or less) AND:
- Operate as a sole trader, trust, partnership or private company.
- Demonstrate a clear need for the loan, to the satisfaction of the Department of State Growth, and projects must advance the Government's agri-growth agenda/policy.
- Include a minimum three year business plan to the satisfaction of the department (the department may request use of a recognised consultant to assist with the plan).
- Demonstrate ongoing financial viability with the loan application and business plan showing that the venture will be profitable within the agreed loan period.
- The business must be registered for tax purposes in Australia with an Australian Business Number (ABN) and be registered for GST.

AgriGrowth Loan Scheme: Young Farmer Support Package		Support Type:	Loan Support
Grant Amounts:	Loan up to $250K	Fund Total:	N/A

The Young Farmer Support Package is only available in conjunction with the AgriGrowth Loan Scheme. Key features of the package include

- **Cost reductions**
  - Waiver of loan establishment fees.
  - Capping of loan documentation fees to $500.
  - Enhanced concessional interest rates for the first two years of loan assistance.

- **More flexible security and loan arrangements**
  - Unsecured or partially secured loans of up to $250 000 may be considered on a case by case basis.
  - Other non-freehold assets such as livestock, plant equipment or other tangible assets may be considered for security purposes.
  - Consideration of leasehold tenure as security where lease terms extend beyond five years.
  - Loan terms up to 15 years on a case by case basis.

- **Industry targeted dairy assistance**
  - Young farmers wishing to progress from employee to share dairy farmer can access capped unsecured loans of up to $250 000.

https://www.stategrowth.tas.gov.au/grants_and_funding_opportunities/loans/agrigrowth

Eligibility
To be eligible, you must:

- Meet the eligibility criteria for the AgriGrowth Loan Scheme.
- Generally be no more than 45 years of age.
- Preferably not previously been principal of a Farm Business and/or owned land for that purpose.
- Have (or have close association with) suitable farming experience in, and/or knowledge of, the type of farming operation to be undertaken.
- Be personally involved in the day to day operation of the Farm Business.
- Be able to demonstrate an ability to manage financial affairs.
- Be able to demonstrate, via a suitably prepared business plan, sound prospects and commercial viability.
- Be able to demonstrate that, having assessed other commercially available financial assistance options and having regard to their available resources, they are in genuine need of concessional financial assistance.

Tasmanian Business Advice Service		Support Type:	Advisory
Grant Amounts:	N/A	Fund Total:	N/A

The Tasmanian Business Advice Service provides free business advice to Tasmanian small businesses. Experienced, approved advisors can help you with a wide variety of topics, including:

- establishing a business structure
- determining business viability
- financial forecasting
- identifying new opportunities
- managing cashflow
- marketing
- risk management
- small business planning and small business strategy.

You can meet in person or online with your local advisor, or choose to meet any advisor online, regardless of their location.

https://www.businessadvice.tas.gov.au/

Eligibility
To be eligible, you must:

- have website access
- be planning to start a business OR have an ABN for less than 12 months (two hours of support)
- have an ABN for more than 12 months (five hours of support)
- agree to Terms and Conditions on website during application

Trade and Export Toolkit		Support Type:	Tools
Grant Amounts:	Tools	Fund Total:	N/A

Trade and brand resources, training and activities for small and medium sized exporters to help pursue and continue your trade journey. These will include a mentoring program and an annual calendar of training opportunities and events.

https://www.stategrowth.tas.gov.au/business/trade/grants_and_funding/trade_and_brand_toolkit
Trade and Export Toolkit

Eligibility
To be eligible, you must:

- have website access

3.3.9 Tasmania – Office of the Coordinator General*

The Office of the Coordinator-General is the primary point of access to government for investors and is responsible for attracting and securing investment in major development projects in Tasmania that maximise their contribution to Tasmania's economic growth.

Through the Regulation Reduction Coordinator, the office is also responsible for supporting small business in Tasmania through the deregulation of the business environment in order to boost productivity and reduce operating costs.

https://www.stategrowth.tas.gov.au/coordinator_general

**NB. The Office of the Coordinator General is part of the Department of State Growth, although operates with a cross-Government remit.*

Strategic Project Facilitation		**Support Type:**	**Case Management**
Grant Amounts:	**N/A**	**Fund Total:**	**N/A**

Strategic Projects will be appointed a case manager from the Office of the Coordinator-General, that can assist business and industry project proponents and where appropriate may involve a whole of government team with relevant expertise from the various agencies.

https://www.cg.tas.gov.au/project_facilitation/strategic_project_facilitation

The Office of the Coordinator-General may facilitate and assist the project by:

- Streamlining access to Tasmanian Government contacts and approvals required.
- Negotiating and identifying resources and linkages within the Tasmanian Government to overcome obstacles.
- Working with the Commonwealth's Major Projects Facilitation Agency (MPFA) on the speed and efficiency of government regulatory approvals for major projects.
- Identifying opportunities to progress projects including approval pathways, resource availability, site selection, workforce solutions and economic data and business tools.
- Where appropriate, engaging with Heads of Agency, Ministers and other key stakeholders.
- Facilitating introductions with local companies and service providers.
- Engaging with communities, local governments and landholders across Tasmania.

Eligibility

To be eligible, you must have a project that :

- Minimum $5 million private investment AND / OR
- Minimum of 25 jobs create
- Is in Tasmania's identified key sectors
- Involves investment that creates significant flow-on opportunities for economic growth
- Will increase the diversity, sustainability and resilience of the community
- Is environmentally sustainable and builds on Tasmania's established environmental principles

Red Tape Reduction		Support Type:	Policy Review
Grant Amounts:	N/A	Fund Total:	N/A

The Red Tape Reduction Coordinator consults extensively with business and industry to nominate red-tape to be addressed and on this website, has a portal for stakeholders to lodge red tape issues for investigation.

https://www.cg.tas.gov.au/supporting_business/red_tape_reduction

Eligibility
To be eligible, you must:
- Identify a regulatory burden for small business

Examples of red tape reduction are included in a Consolidated Report.

Unsolicited Proposals		Support Type:	Case Management
Grant Amounts:	N/A	Fund Total:	N/A

Proposals will be unique or innovative, initiated by the private sector, made to government to deliver outcomes that are desirable to government and which are not suitable to progress through standard competitive procurement processes. It involves private sector businesses approaching government for approval and support for the project, which could take the form of financial support, or other forms of support such as regulatory or social support, or the provision of government assets.

https://www.cg.tas.gov.au/project_facilitation/unsolicited_proposals

Eligibility
To be eligible, the Project must:
- have a minimum private investment contribution of $10 million OR
- create a minimum of 100 direct jobs in Tasmania
- include in a submission key information to facilitate a preliminary review by the Office of the Coordinator-General before an assessment panel to review the proposal and provide a recommendation to Cabinet
- Conform to the Policy and Guidelines https://www.purchasing.tas.gov.au/Documents/Unsolicited-Proposals-Policy-and-Guidelines.pdf

3.3.10 Tasmania – Tasmanian Waste and Resource Recovery Board

The Tasmanian Waste and Resource Recovery Strategy is a key requirement under the Waste and Resource Recovery Act 2022, to identify long-term and short-term objectives to divert products and materials from disposal at landfill facilities, maximise resource recovery, and improve waste management practices.

There are significant opportunities for Tasmania to greatly improve its performance with products and materials to avoid waste and improve resource recovery outcomes in line with the waste hierarchy; where the most preferred option is avoiding waste and the least preferred option is disposal to landfill. This

This will require all the leaders in communities, business, industries and government to work closely together in the most strategic manner.

Funding approaches for the WRRB are still being developed and will be in accordance with policies under development

https://wrr.tas.gov.au/

3.4 Ecosystem Support

Although not a comprehensive review, participants in the project noted two other significant opportunities in the ecosystem. These notes have not been formally researched and do not form formal recommendations. They are merely a record of the views identified in relation to the proposed new ecosystem.

3.4.1 UTAS and CRC Participation

UTAS is not currently participating directly in any CRCs. If fruit waste and fruit byproducts are to be maximally valorised in Tasmania, UTAS is well placed to participate in CRCs, particularly if they engage in research activities that support the development of business in Tasmania adding value on-island from fruits and fruit by-products.

3.4.2 Tasmanian Freight Equalisation Scheme

TFES has not kept pace with the costs of transport across the Bass Straight, and while care should be taken to understand the difference between “blue water” large port and international shipping and local shipping, the scheme could arguably be updated to accommodate more modern business practice and make access easier, thereby supporting Tasmanian business..

4. Conclusions and Recommendations

The ultimate aims of this Project are to develop a strong and sustainable agriculture industry in Tasmania and to support the objectives of the Tasmania government to realise a farmgate value of $10 billion by 2050, up from $1.6 billion in 2017-18.[2] That will involve increasing payments for Focus Fruit by-products and waste and increasing activity on farm to add value to raw fruits.

4.1 Value of this Report

This Report is a significant contribution to growers of Focus Fruits in Tasmania, the Tasmanian Government and businesses seeking to make better use of Focus Fruit Waste. It clearly identifies options for a variety of funding sources and tools for growers and entrepreneurs to increase valorisation from Focus Fruit Waste.

It is anticipated that this Report, and related Forums, will provide stimulus for new partnerships, new processing infrastructure and initiating research activity to promote waste reduction, waste valorisation, development of circular economies and continuous process improvement within the Tasmanian agricultural sector.

4.2 Value of Connecting People

Project partners will use this report to host forums in Hobart and Launceston to further connect the people who may be involved in increased Focus Fruit valorisation.

Finding ways of connecting stakeholders in any new ecosystem remains predictive of increasing valorisation of Focus Fruit Waste, and maximising the potential valorisation identified in this Project.

[2] https://nre.tas.gov.au/Documents/Tasmanian%20Sustainable%20Agri-Food%20Plan%202019-23.pdf

Appendix A – Stages of this Project

Project Stages

Stage 1 – Existing Ecosystem Report

Identification of the existing Ecosystem in relation to Target Fruits.

Stage 2 – Polyphenolic Fruit Byproduct / Waste Report

A Report that identifies the Fruit Waste and by-products from Tasmanian Fruits.

Stage 3 – New Ecosystem Viability Report

Identification of opportunities from a new ecosystem that creates value from Fruit Waste and fruit by-products within Tasmania

Stage 4 – Ecosystem Trial Report

Trials will be conducted to test all elements of the fermentation ecosystem with a view to various scales of production.

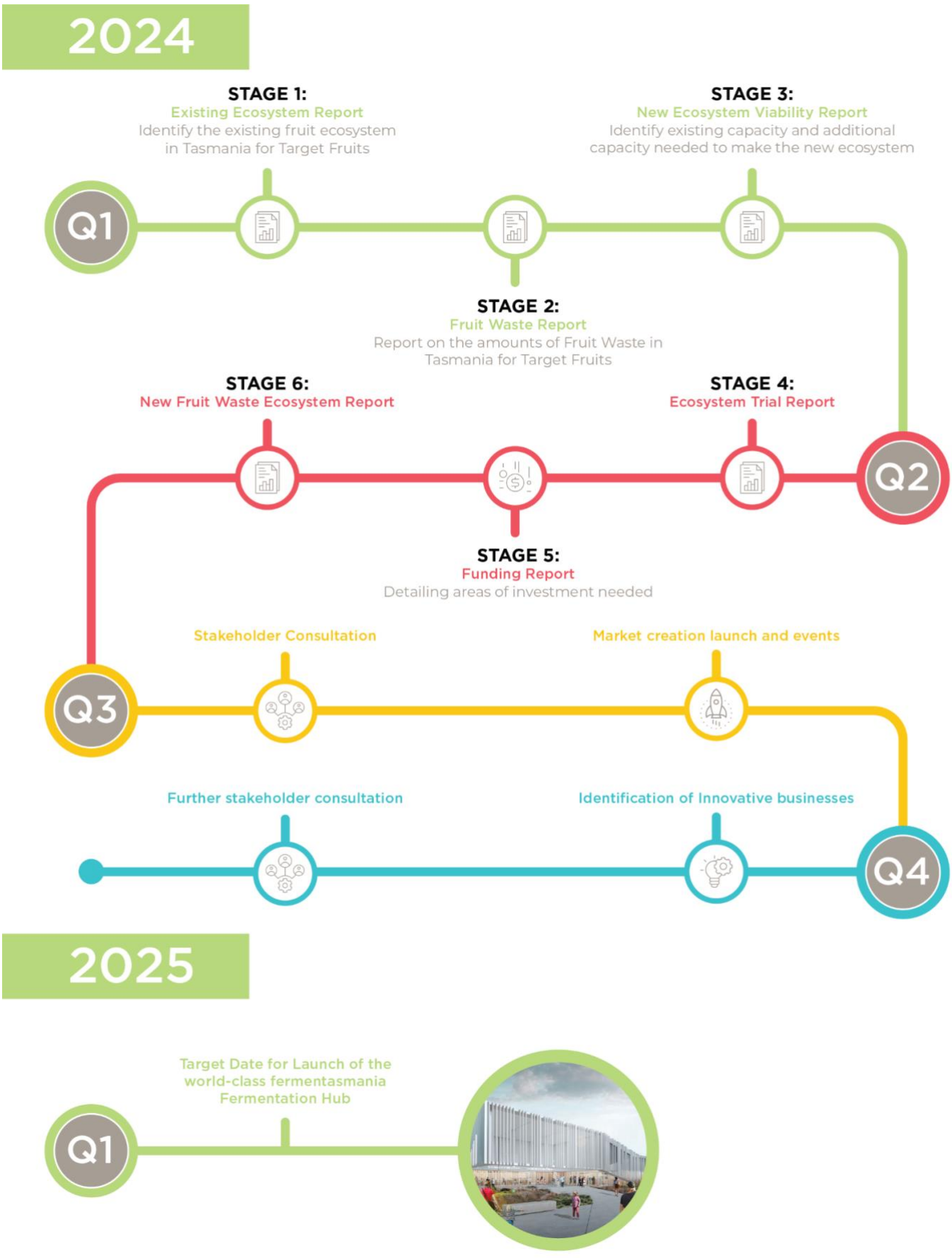
Stage 5 – Funding Report

Details of sources and needs for additional capital and infrastructure investment needed to support a new ecosystem.

Stage 6 – Fruit Waste Ecosystem Report

A report that summarises the whole Project, including the value to Tasmania of creating new ecosystems that support maximisation of Tasmania's Fruits.

Project Timeline



Anticipated Project Outcomes

The Project Partners anticipate several outcomes for the Fruit Growing sector and from the creation of new products and sectors pursuing economic opportunities highlighted in this Project.

Anticipated Project Outcomes for growers

Tasmania's growers can expect to take their share of the creation of new economic opportunities that result in:

- Higher prices for fruits and fruit by-products at certain stages of the existing Target Fruit ecosystem
- Reduced costs in relation to disposal of fruit by-products and fruit waste
- Increased value from fruit by-product streams in new market opportunities
- Reputational benefits flowing from definable and measurable reductions in carbon emissions

It is anticipated that the final outputs of this project will be the identification of:

- Clearer categorisation of Target Fruit by-products and waste streams
- Better reporting of Target Fruit by-products and waste in certain stages of growth and production
- Viable uses of existing Target Fruit by-products and waste streams in the existing and in new ecosystems.
- Highest value uses for underutilised Target Fruit by-products and waste streams.
- Market value of changing farming practice and achieving higher price points for Target Fruit by-products and waste streams
- Job creation opportunities in the Tasmanian food and beverage sector
- Pinch-points of the existing ecosystem in order to identify growth points for an additional ecosystem
- Viability of new food and beverage sub-sectors in Tasmania
- Increased utilisation of existing Tasmanian infra-structure
- Gaps in understanding of the carbon emissions of the Fruit sector in Tasmania

Further, the outcomes of this project will be a necessary input to the successful launch of the Fermentation Hub, targeting:

- 650 new jobs for Tasmanians
- Leveraging Launceston's status as a UNESCO Creative City of Gastronomy
- Food Tourism to Tasmania
- Agri-Tourism to Tasmania

Project Limitations and Exclusions

This project is limited to analysis of Target Fruits, and in addition, the following limitations are expected:

- This Project is only relevant to the 2023 growing season (although may be informed by trends in the 2024 growing season)
- In several areas there aren't complete data sets to facilitate high-quality analysis and projection, including amounts of fruit in long-term storage at farm-level. Data projections will need to be made from the available data, and it is difficult to know how accurate those projections will be

Appendix B - Reflections on this Report

fermentasmania Reflections

As identified in the McTavish West report in 2020, growers are loathe to recognise and identify fruits and fruit by-products as 'waste'. Classification of fruit by-products

Project Partners Reflections

Global / Australia Wide

Specific to Tasmania

Other

Appendix C – Project Partners Background and Interested Parties

SUPPORTED BY

Tasmanian Government

Tasmanian Government Supported

In 2021 and 2022, the Launceston region and fermentasmania had watershed years. In no particular order, all of the following happened:

- Funding for building of a Launceston-based world class food hub was secured; including fermenting, distilling and chemical innovation facilities.
- Launceston was designated a UNESCO Creative City of Gastronomy, becoming Australia's second such city.
- fermentasmania successfully applied to the Strategic Industry Partnership Program for funding to engage in this Project.

In 2023, it was announced that fermentasmania had been awarded funding for this project to investigate the viability of using fruit waste as an input into a new and high-value ecosystem.

Fruit growers Tasmania Supported

Fruit growers Tasmania, as the second peak-industry body involved in guiding the Project, represents apple, pear, cherry, berry and stone fruit growers in Tasmania. It represents the interests of Tasmanian fruit growers and is by Tasmania's fruit growers, for Tasmania's fruit growers.

Fruit Growers Tasmania

Fruit growers Tasmania key focus areas are to support growers with matters of pest and disease management, strengthening of national and international trade and to support industry development. Fruit growers Tasmania:

- offers information and support services to make life easier for members as well as other Tasmanian fruit growers.
- organises industry information sharing activities, including orchard walks, field days, and the annual conference.
- ensures representatives and other industry leaders serve on industry Strategic Industry Advisory Panels, representing the State and their colleagues on the boards of national industry peak bodies.

- assists growers with navigating government export registrations and audit processes. Members can use our website to keep up to date with industry and government export information including audit scopes, work-plans, and other relevant information.
- assists growers meet the growing national and international food safety quality assurance certification auditing requirements by coordinating microbiological and residue testing services.

Partner Supported

In addition to Government support, and the peak industry bodies, fermentasmania and Fruit growers Tasmania, several other partners were strategically invited to join this Project. That's because we wanted this project to test the limits of the proposed ecosystem so that any interventions and supports to create new income streams can target the parts of the ecosystem that lack capacity.

Those partners are:

- **University of Tasmania** through **Tasmanian Institute of Agriculture**
  The Tasmanian Institute of Agriculture (TIA) has a mandate to deliver research, industry development and education for the agri-food industry of Tasmania.

  Our vision is to enable Tasmanian food producers and processors to accelerate primary sector productivity while maintaining and improving Tasmania's land and water quality for future generations.

  Close relationships across the agriculture and food value chain at a local, national and international level ensure we are connected with stakeholders and that our research and education priorities support industry needs and aspirations.

  Website: https://www.utas.edu.au/tia

- **Startupbootcamp**
  A global family of industry-focused programs that support early to growth stage food, aqua and agritech founders to rapidly scale their companies. We provide direct access to an international network of the most relevant mentors, corporate partners, and investors.

  We are working with startups with innovative technology, products, services or disruptive business models that solve problems or have solutions for the FoodTech, and Blue/AgriTech sectors.

All our programs align to the UN Sustainable Development Goals, continuing our focus on the Circular Economy, adding value to Australia's animal and horticultural produce as functional foods or ingredients, and finding innovative technologies to help our global food and beverage sector become more efficient and sustainable.

Website:

https://www.startupbootcamp.com.au/programs/foodtech-tasmania

- Clever Fermentation
  Clever develops fermented superfruit health ingredients for nutraceutical, supplemental and functional food brands.

  Website: https://cleverfermentation.com/

- **Forager Foods**
  Forager Food Co. is at the forefront of the Australian freeze-drying industry, offering a range of premium freeze-dried products, all expertly crafted using the finest ingredients and the latest in manufacturing facilities and technology. Commencing operations in 2009 we have quickly grown to be the largest and most advanced manufacturer of freeze-dried products in Australia.

  Forager Food Co. processes, dries, and package a diverse range of foods providing extended shelf life whilst protecting the most valuable and delicate ingredients, including vitamins, minerals, antioxidants, colours, and flavours.

  Our production facilities feature state-of-the-art freeze-drying capability and are supported by full-service manufacturing facilities, including ambient, chilled, and frozen storage, food processing, packing, despatch, and logistics services.

  Website: https://foragerfoods.com.au/about/

Interested Parties

In addition to the formal Project Partners, other parties we have identified with significant interest in the outcomes of this project, and the success of the fermentasmania hub, include:

- City of Gastronomy
- City of Launceston
- Enterprize
- Hort Innovation
- Northern Tasmania Development Corporation
- McTavish West
- Tasmanian Farmers and Graziers Association
- Tasmanian Food Cluster
- Tasmanian Fruit & Vegetable Export Facilitation Group
- Van Diemen Project
- West Tamar Council

Throughout the remainder of this project, we will add to the above list. If you would like to be kept informed of the progress of the project, please contact Dwayne Baraka by email, or on 0481 88 00 46.

Interested sub-sectors

In investigating this report, the following sub-industries were identified:

- Grappa production
- Piquette production
- Polyphenol Concentrate production
- Haskap berry growers

Future parts of the study will try to identify interested parties from within those sub-sectors.