

Aboriginal Tourism Grant Program Round 8



Tourism NT respectfully acknowledges and honours the Aboriginal people of the Northern Territory and recognises the continuation of culture and connection to lands, waters and country. We pay our respects to Elders past, present and future.



Program overview

The Northern Territory Aboriginal Tourism Strategy 2020-2030 vision is 'we inspire visitors to connect with one of the world's oldest cultures through immersive tourism experiences, which sustain the Aboriginal tourism sector for future generations'.

The Aboriginal Tourism Grant Program Round 8 (Grant Program) supports this vision by helping NT based majority owned Aboriginal businesses and organisations to develop Aboriginal cultural tourism experiences and tourism product.

Tourism NT is providing a non-competitive funding pool of \$1,000,000 (excluding GST). Applications can be submitted for:

- a minimum funding value of \$30,000 (excluding GST)
- up to a maximum funding value of \$100,000 (excluding GST).

The Northern Territory Government has a range of Aboriginal business and workforce development opportunities. Information can be found at www.grantsnt.nt.gov.au



Front Cover: Guluyambi Cultural Cruise

Above: Aboriginal tour at Tiwi Islands

Below: *Karrimanjbekkan An-me Kakadu* – a taste of Kakadu



Funding available

A total of \$1,000,000 (excluding GST) is available to:

- develop and activate Aboriginal cultural tourism experiences and tourism product
- support Aboriginal tourism businesses to enhance their tourism experiences that encourage visitors to travel to the NT and stay longer.

Applications can be submitted for:

- minimum funding value of \$30,000 (excluding GST)
- up to a maximum value of \$100,000 (excluding GST)
- applications under this program will be considered with reference to other NT Government funding, which the applicant may have accessed or they may qualify for.



Eligible applicants

The Grant Program is designed to primarily support Aboriginal owned and majority owned businesses and organisations.

Eligible applicants must:

- be greater than 50% Aboriginal owned
- be a business or organisation located and operating in the NT
- Aboriginal corporations and associations to provide confirmation of intent to lodge a Grant Program application. Evidence could be:
 - written advice from a minimum of two Directors involved in discussions or approvals; or
 - minutes of a duly constituted meeting.
- be legally constituted
- be Australian registered
- have approvals of the relevant Land Council or other land management authority for current and proposed/ new tourism product/s related to the application (not required for development planning activities e.g. feasibilities and business planning).

- have no outstanding grant acquittals or unmet funding agreement obligations from any previous funding from Tourism NT.

If the applicants are an active trading Aboriginal tourism business, applicants must:

- have a business plan
- have a current Australian Tourism Data Warehouse (ATDW) listing or have applied for one at the time of application (if appropriate)
- be a member of a peak industry body, such as Tourism Top End, Tourism Central Australia, Hospitality NT or have applied for one at the time of application to the grant (if appropriate)
- employ Territorian residents.



Eligible activities

As a guide, activities may include (but are not limited to):

- new product development that activates a bookable product (e.g. accommodation and Aboriginal cultural engagement including night time and evening experiences) supported by the implementation of a booking system
- upgrade improvements and/ or new infrastructure for tourism visitor experiences
- infrastructure to support sustainability and/ or accessibility and inclusion objectives (e.g. solar power generation, access ramps, improved pathways and audio tours)
- interpretative signage, interpretation planning and guiding manuals – noting that any road signage must align to national standards and the requirements of the Department of Logistics and Infrastructure
- implementation of new technology to improve the on-ground tourism visitor experience
- engaging expert and specialist professionals to support the development and delivery of the activities.

Aboriginal individuals may be required to provide a letter of confirmation of Aboriginal heritage or certificate from the relevant (locality) incorporated Aboriginal association or land council. It must be stamped with the association's common seal.

An Aboriginal individual is defined as someone who:

- is of Australian Aboriginal descent
- has previously and consistently in day to day life been known to be and/ or identified as an Australian Aboriginal
- is accepted as an Aboriginal in the community in which they live or have lived.

Details of successful recipients from Grant Program rounds one to seven can be found at www.tourismnt.com.au/industry-toolkit/grants-funding/previous-programs/aboriginal-tourism-grants.



Ineligible activities

- activities that do not clearly demonstrate an Aboriginal cultural experience or a stronger visitor product that encourages travel to the NT and to stay longer is being delivered
- activities that have commenced before funding is approved
- upgrading or developing facilities mostly for local community use or where there is no clearly defined visitor benefit
- regular repairs and maintenance
- administrative or running costs that are normally the responsibility of a business (e.g. rent, insurances, audit and finance costs etc.) state or territory administrative or local council fees
- the purchase or lease of mobile/ portable assets including, but not limited to, electronic office equipment, vehicles and boats. Portable and attractive assets that can be defined as items that are susceptible to theft or loss due to their size
- purchase or lease of real estate of any type
- marketing, advertising and product promotion activities for actively trading Aboriginal tourism businesses and its existing products and experiences
- wages or salaries for an applicant's employees
- activities that have already received significant funding support from the NT Government may not be competitive or a priority for ongoing or additional support
- Individuals or group consultation sitting/ engagement fees
- Hospitality expenses including alcoholic beverages.

Take care to ensure ineligible activities are not included in the application, as this can preclude further consideration.



Indicative dates

Open for applications

Wednesday 2 October 2024.

Closing date for applications

Friday 7 March 2025, or until all funding has been allocated.

Consideration of projects

Applications will be considered in the order in which a complete application is received.

Notification of successful recipients

Within 14 days of receipt of a complete application.

First payment

Successful recipients will have 14 days from notification to accept the funding offer, returning a signed funding agreement. The first half of the funding will then be paid on submission of the recipient's first supplier invoice.

Second final payment

On acquittal.

Final date for projects to be completed

Friday 23 May 2025.

These dates are indicative and may be changed if necessary (for example, if a larger than anticipated volume of potential applications are received).



Application process

Applicants are encouraged to contact Tourism NT's Aboriginal tourism team to discuss ideas or applications before making a final submission on 08 8999 7420.

The Grant Program is a merit based process.

The funding will be paid via the Grants NT portal only. Businesses can register online via grantsnt.nt.gov.au.

Late applications will not be accepted and the business must allow time to ensure the application process is completed prior to closing time.

Handwritten applications will not be accepted.

Further discussions with applicants may be required to confirm application details.

The NT Government may conduct credit checks and other due diligence processes as part of the assessment.

An email confirmation will be sent within two working days of receipt of each application. Should confirmation not be received, applicants are encouraged to phone 08 8999 7420 to check progress of the application.

Further discussions with applicants may be required to confirm application details.



Assessment criteria

Eligible activities will be assessed in accordance with the Grant Program criteria detailed on pages 2, 3 and below:

- activities that do not clearly demonstrate that an Aboriginal cultural experience or tourism product is being delivered
- evidence of meeting 'Eligible Applicants' requirements
- applications may be supported that have been identified through this or another process
- applications are strategic in nature by delivering benefits that align with the NT Aboriginal Tourism Strategy 2020 - 2030 and other key strategies which can be found at www.tourismnt.com.au
- application activities project plan and itemised budget to be accompanied with quotes
- multiple activities will be considered; all components must meet the activities criteria and the total value cannot exceed \$100,000
- not be dependent on other grant funding applications to enable completion of the project
- a maximum of five quotes can accompany the application
- applications without accompanying budget and quotes will not be considered
- approved Grant Program activities must be delivered in accordance with the NT Government's Buy Local policy, except where it is impractical for technical reasons. Activities must use labour available within the NT and source services, supplies and materials from within the NT
- quotes and invoices from family owned or other registered businesses aligned to the applicant may not be accepted
- agree to pay any additional money owing outside of the maximum approved grant (excluding GST)



- demonstrated commitment to activities being completed by the indicative dates detailed on page 3
- NT Government may conduct credit checks and other due diligence processes.

Applications that will be given priority consideration are:

- applications that demonstrate Aboriginal cultural experiences that encourage visitors to travel to NT regions and stay longer
- applications which lead to activating new bookable Aboriginal cultural tourism product
- applications that demonstrate co-contribution (excluding in-kind) to the activities detailed in the lodged application
- new applicants (however applicants who received funding in Grant Program rounds one to seven are still encouraged to apply if the project has been completed and acquitted).



Funding agreement

A legally binding funding agreement will be entered into between the NT Government and successful applicants. The terms and conditions of the agreement will be determined based on the nature of the activity proposed. The funding agreement will set out:

- the rights and obligations of the NT Government and the funding recipient
- requirements with respect to “buy local” procurement provisions and cash co-contribution, noting if these conditions (where applicable) are not met during project acquittal, applicants will be required to repay funding to Tourism NT
- agreed application activities project plan and budget
- half way progress report requirements
- reporting and funding acquittal requirements
- requirement for recognising NT Government support and promotional obligations arising from receipt of funding
- professional indemnity insurance requirements
- applicants should note details of successful funding recipients will be advised publicly and recorded in Tourism NT’s annual report



Payment of funding

Funding will be made in two payments:

First payment

Successful recipients will have 14 days from notification to accept the funding offer, returning a signed funding agreement. The first half of the funding will then be paid on submission of the recipient’s first supplier invoice.

Second payment

The remaining funding will be paid on receipt of accepted acquittal documentation including a final report (attaching photos and images of the approved completed activities), copies of invoices, permits and insurances.

Tourism NT may include special conditions such as evidence of financial contribution, permits in place or project support from third parties (such as NT Parks and Wildlife Commission) which may be imposed as a condition of releasing any funding payments.



Request for variations

Once a funding agreement has been signed, successful recipients may find that the project or activities require some changes. Requests for variations to approved funding must be in writing.

Tourism NT will consider minor variations to funding agreements such as:

- minor variation to the project completion date
- minor variation to materials used
- minor total budget variations.

Requests for major grant agreement activity variations will not be considered. For example, if a project is approved to build new accommodation, the project cannot be varied to build an ablution block.

Requests for a major budget grant agreement variation may be considered. For example, if a project is approved to install new signage and the grant is \$50,000 based on an applicant’s co-contribution of \$50,000, if the approved activities budget is revised to only be a total spend of \$50,000 Tourism NT reserves the right to review the funding offered.



Barunga Festival



Hermannsburg Historic Precinct



Camp facilities at Standley Chasm



Further information

For further information please contact Tourism NT's Aboriginal Tourism team at **Aboriginal.tourismnt@nt.gov.au** or telephone **08 8999 7420**.

A copy of these guidelines is available at **tourismnt.com.au/en/industry-resources/grants-and-funding**

The Aboriginal Tourism Grant Program is part of the \$6 million co-investment commitment between the NT Government and Commonwealth through the Federation Funding Agreement's Strategic Indigenous Tourism Projects.

Tourism NT's corporate website **www.tourismnt.nt.gov.au** is a valuable resource for accessing information to support applications, including tourism research and strategies.

