

# Victoria Salt Reduction Innovative Grants

- ✓ Matched funding of up to \$25,000
- ✓ Receive funding and expert support to reduce reformulation risks
- ✓ Work with trusted experts to create healthier food faster

**APPLY NOW!**



Australian Government  
Department of Industry,  
Innovation and Science

Industry  
Growth  
Centres



## Applying for Salt Reduction Grant

FIAL & Victoria Health are committed to making a difference in consumer lives. As such they are offering businesses grants of up to \$25,000 for production concerns or innovative ideas in ways to reduce this. We are so committed in supporting those businesses we will connect you with a “grant application expert” to help apply for the grant, provide the funds for your idea and also provide you with leading scientists and researchers in order to help your business.

### 1. Organisation Eligibility

Eligible companies must:

- Be based in Victoria or have a substantial operating footprint in Victoria with a registered ABN/ACN
- Have more than one year of commercial sales prior to the EOI submission date.
- Already be in the market as food, beverage or agribusiness producers, or suppliers to the agribusiness chain
- Not be a university or research organisation
- Not be a Rural Development Corporation or Subsidiary

Applications from consortiums of more than one commercial organisation are welcomed.

### 2. Project Eligibility

Eligible projects must:

- Demonstrate a clear technical challenge that is not able to be solved with the internal capabilities of the applicant organisation
- Have a salt reduction objective, but can also include other opportunities for improving the health position of a food.
- Be able to demonstrate the clear path to market as a result of solving the technical challenge. A commercialisation plan must be included in the application.
- Clearly demonstrate the consumer insight which is influencing the market demand.
- Ensure internal training to up-skill staff as required.
- Benefit the Victorian food supply. Companies with processing capability in addition to Victorian manufacturing must show how their project will benefit Victoria.
- Be completed within one year of the date of funding.

The following projects are not eligible for the funding through the VSRIG:

- Collection or generation of market or consumer data, other than infield testing of consumer responses to products as part of the product development.
- Equipment design for development of equipment prototypes.
- Revision/upgrade of plant and/or equipment design for product or process application to suit a consumer or customer need.
- General processing or equipment improvements, waste disposal or safety.
- Software development.
- Business or quality systems development or implementation (however, this may be reviewed on a case by case basis for micro businesses of <5 employees with <\$750k p.a sales, but QA systems costs must be <20% of the total project cost).
- Joint ventures.
- Business start-ups with less than one year of continuous commercial sales.
- Initial scoping investigations made prior to product development.
- Shipping or transport trials unless part of a development project.
- The maximum project length is one year from the date the funding agreement is signed. Projects longer than one year in duration are not eligible.

For more information contact Angus Crossan at [angus.crossan@fial.com.au](mailto:angus.crossan@fial.com.au)



### 3. Matched Funding Contributions

- VSRIG will provide one for one matched cash contribution up to a maximum of \$25,000 for eligible applicants.
- You are unable to submit an application if you are receiving Federal or State Government Funding for the same project.
- You can submit an application if you are currently receiving levy contributions from an RDC for the project, however this funding cannot form part of the matched cash contribution towards the project. The maximum total project funding is \$50,000 i.e. \$25,000 from the VSRIG and \$25,000 from the applicant company. Applications that provide additional funding are eligible, however VSRIG can only match up to a maximum of \$25,000 cash.
- The minimum total project co-funding is \$5000 for a total project amount of \$10,000.
- Project Funding from VSRIG and successful applicants will be payable in instalments as determined by an agreement between VSRIG funding organisations, the project applicant and the research/R&D agency.

### 4. Who Can Provide Technical Expertise?

- Technical challenges can be completed by both public and/or private agencies but private organisations not registered as research providers must first be members of the Building Healthier Foods community or authorised by VSRIG to ensure quality of outcomes for the submission.
- Applications with private research providers must include evidence of the private research provider capability and expertise in research within the Food & Agribusiness sector, and the technology focus area for the project.

### 5. What is the selection process?

- You will need to submit your application which will address the criteria in the application form which can found online at: <http://bhf.news/VSRIG18>
- The 'selection panel' will consist of FIAL team members and representations from VicHealth and the Victorian Salt Reduction Initiative, as well as an independent external assessor.
- The selection panel will meet monthly to review and assess applications received, and will award grants to eligible and successful applicants on a rolling basis each month until 30th December or until all grant funds are allocated.
- Successful applicants will be notified in writing and will be required to enter into a legal agreement with FIAL before being entitled to payment of project funds.
- The project will not commence until legal contracts have been signed and finalised.
- The legal contract must be signed and finalised within 60 days from the day the applicant is notified of their application being successful. Failure to finalise contracts within 60 days from that date, may result in the withdrawal of the offer by VSRIG.

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## 6. Reporting Obligations

A number of reports will need to be provided upon completion of the project

### Report 1: Case Study

- A case study must be provided of what has been learned through the project within 2 weeks of completion of the project. The content of the case study report is an overview of the type of challenge, the approach, solution/learnings and the planned benefits and general findings observed in the project. The format may be print, digital or video case studies. This report does not need to contain the development of IP.
- As part of the Victorian Salt Reduction Initiative, VicHealth and FIAL would like to work with grant recipients to develop publicly available case studies that will be published on the Unpack the Salt, VicHealth and FIAL websites. The format of the case studies would be written infographic style but could also include short video case studies. The cost of developing these public facing case studies is the responsibility of VicHealth but would be developed in partnership with grant recipients.
- All publicly available case studies would require formal approval of their content by both the applicant company and the research agency prior to publication.
- Case studies can be used to promote your business and products.

### Report 2: In-Confidence Report

- The In-Confidence Report is to contain 'in-confidence' information relating to product processes, learnings, trainings and outcomes and must describe the nature and application of any IP, however the specifics of the IP to do need to be mentioned.
- It is a mandatory requirement that the 'in-confidence' report be available for FIAL research purposes and for 'in confidence' disclosure to the Commonwealth Department of industry Innovation and Science and VicHealth. The In-Confidence Report will not be used by FIAL, the Commonwealth Department or VicHealth for commercial use or commercial disclosure unless the applicant(s) fails to commercialise the IP within 3 years.

### Report 3: Annual updates

- Applicants must also provide to FIAL summary updates for 3 years upon completion of the project. For example, market share, entry into new markets, sales, or other measurable performance metrics as detailed in the expected business benefit section of the application.
- Annual report information will be de-identified and aggregated for reporting so that no specific company commercial information is available.

### Report 4: Receipt of Payment

- Applicants and research agencies must provide evidence to FIAL of payment in the form of receipt of payments or as appropriate, in line with the agreed payment schedule between FIAL, the applicant and expert organisation.

