



Australian Government
**Department of Agriculture,
Fisheries and Forestry**

Expression of interest guidelines to improve consistency of on-farm emissions estimates



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Acknowledgement of Country

We acknowledge the continuous connection of First Nations Traditional Owners and Custodians to the lands, seas and waters of Australia. We recognise their care for and cultivation of Country. We pay respect to Elders past and present, and recognise their knowledge and contribution to the productivity, innovation and sustainability of Australia's agriculture, fisheries and forestry industries.

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1 Program overview

During [Agriculture and Land Sector Plan](#) consultations, stakeholders raised concerns about inconsistencies in methodology and outputs among greenhouse gas (GHG) emission calculators available to Australian producers. Increased use of trusted calculators is becoming an essential part of doing business for farm enterprises. Stakeholders expressed a strong desire for the Australian Government to provide more assurances around the emissions calculators used by the sector.

In response, the Australian Government announced funding in the 2024–25 Budget to improve GHG accounting in the agriculture and land sectors at the national through to farm level by:

- 1) Enhancing Australia’s National Greenhouse Accounts (ANGA) methods and data collection processes – led by the Department of Climate Change, Energy, the Environment and Water (DCCEEW).
- 2) Developing, publishing and maintaining voluntary emissions estimation and reporting ‘standards’ for agriculture, fisheries and forestry industries (standards) – led by DCCEEW.
- 3) Facilitating the incorporation of the standards into new or existing third-party GHG emissions calculators and tools to improve the consistency of farm-level GHG estimates – led by the Department of Agriculture, Fisheries and Forestry (the department).

DCCEEW is [drafting the standards](#). DCCEEW expects to release the standards for the agricultural sector in late 2025, and the standards for the fisheries and forestry sectors in 2026.

In the meantime, the University of Melbourne’s [Greenhouse Accounting Framework \(GAF\) Tools for Australian Primary Industries](#) are viewed as an authoritative source for information on how to estimate GHG emissions at the farm-level from a wide range of Australian primary industries. The GAF Tools align with ANGA and will guide development of the standards. During consultation, stakeholders raised concerns about the costs associated with updating GHG tools and calculators to reflect annual changes to ANGA.

The department is seeking expressions of interest (EOI) to provide a mechanism (product) to support adoption and consistent incorporation of the forthcoming standards into third-party GHG accounting tools and calculators. In the meantime, the mechanism should facilitate consistent incorporation of the GAF Tools into third-party GHG accounting tools and calculators.

The department will invite selected respondents from this EOI process (Stage 1) to apply for a closed competitive grant (Stage 2).

1.1 Aims and objectives

This program aims to contribute to GHG accounting tools and calculators delivering more consistent, robust estimates for users such as producers and farm advisers. Increasing the use of GHG accounting tools and calculators will help increase the number of producers who know and understand the net emissions from their business. It is also expected to benefit those businesses along the supply chain and financial institutions that are looking for farm-level emissions data.

The program's primary objectives are to:

- Support adoption and consistent incorporation of forthcoming standards into third-party GHG accounting tools and calculators.
- While the standards are being developed, support adoption and consistent incorporation of the GAF Tools into third-party GHG accounting tools and calculators.
- Provide a product that is freely available to third-party GHG accounting tool and calculator providers, encapsulates as many commodities as possible, and is suitable for mixed farming enterprises.
- Provide a product that is maintained and updated regularly until June 2028 to ensure it aligns with the standards once available and the GAF tools in the meantime.
- Improve producer and farm adviser access to GHG accounting tools to increase the proportion of producers that know and understand their business's net emissions profile.

2 Expression of interest overview

2.1 Overview

This EOI process is the first stage in the process of the Commonwealth awarding a grant to a successful grant applicant.

The department will use this EOI process to identify parties to invite to apply for grant funding through a closed competitive grant process. An invitation by the department to make an application through the closed competitive grant process does not guarantee that an applicant will receive grant funding.

All interested parties that meet the eligibility criteria set out in [section 4](#) are eligible to submit an EOI.

Respondents should use these guidelines to prepare their EOI.

The department describes the EOI submission process in [section 6](#).

The department will publish any changes to the EOI guidelines on [Greenhouse Gas Accounting: Call for Expressions of Interest](#). In this event, respondents that have already submitted their EOI will have the opportunity to revise their submission and resubmit it prior to the closing date and time.

The department is not responsible for any failure by a potential respondent to become aware of this opportunity.

Learn more about our work to [reduce emissions in the agriculture sector and transition the economy to net zero](#).

2.2 Key dates

Events	Deadlines
Submissions open	9 am (AEDT) on 26 November 2024
Question period closes	5 pm (AEDT) on 16 December 2024
Submissions close	3 pm (AEDT) on 23 December 2024
Acknowledgement of EOI receipt	Within 2 business days of receipt of EOI, noting the department will be closed from 25 December 2024 to 1 January 2025 (inclusive)

3 Preparing an EOI

3.1 General

Before commencing an EOI, respondents should read, understand and follow these guidelines, including the eligibility criteria and selection criteria.

The Assessment Panel will assess eligible EOIs based on the selection criteria at [section 5](#).

3.2 Considerations

Respondents should provide information about how they propose to support adoption and consistent incorporation of the forthcoming standards, and in the meantime the GAF Tools, by third-party GHG accounting tool and calculator providers. Respondents should specify the mechanism or product to be used or developed, and ensure it encompasses as many commodities as possible.

Respondents should consider and address the following in their EOI:

- how the respondent will deliver a product that meets the program aims and objectives
- how the product will support consistent adoption and incorporation of the forthcoming standards, and in the meantime the GAF Tools, into third-party GHG accounting tools and calculators
- how third-party online emissions accounting tools and calculator providers will access the product, and how it will reduce their costs in maintaining consistency with forthcoming standards, and in the meantime the GAF Tools
- whether the product will be available via a user interface provided by the respondent, or only through the platforms of those third-party tools and calculators
- who the key users and beneficiaries of the product will be and how the product will meet their needs
- how updates will be managed to ensure the product aligns with the forthcoming standards, and in the meantime the GAF Tools
- how third-party access will be made available at no cost until at least June 2028
- how intellectual property will be managed and governed
- how the product will be funded and maintained after June 2028.

Respondents are encouraged to include detail about how their proposal could help producers reduce the burden of GHG emissions reporting to supply chains and financial institutions in future (if applicable). For example, the EOI might explain how it would help producers to access and share data to reduce the burden of data entry.

3.3 Cost estimates and program duration

The Commonwealth will not award grant funding through this EOI process (Stage 1).

The funding available through the subsequent grant process (Stage 2) will not exceed \$6.8 million over the term of the grant, ending in June 2028.

EOIs must include indicative timeframes for delivery and estimated costs (inclusive of GST and according to financial year) associated with undertaking the proposal. EOIs should also provide a breakdown of estimated costs where practical to support assessment of the proposal. If the respondent offers value-add services and/or products, EOIs should separately specify the additional costs associated with providing them.

The department will invite successful respondents to this EOI process to apply for program funding through a closed competitive grant process (Stage 2).

4 Eligibility criteria

The respondent must include information in their EOI that demonstrates that the respondent meets all eligibility criteria.

The Assessment Panel will assess all applications that meet the eligibility criteria, against the selection criteria at [section 5](#).

The department will exclude an EOI from further consideration if the department considers that the respondent does not comply with one or more of the following eligibility criteria. To be eligible, you and your consortium members (if applicable) must:

- have an Australian Business Number (ABN)
- be registered for the Goods and Services Tax (GST)
- not be included on the National Redress Scheme's website on the list of 'Institutions that have not joined or signified their intent to join the Scheme'
- not be included on the Workplace Gender Equality Agency website on the non-compliant list
- be one of the following entities
 - an entity, incorporated in Australia
 - a company limited by guarantee
 - an incorporated association
 - an Aboriginal and Torres Strait Islander Corporation registered under the [Corporations \(Aboriginal and Torres Strait Islander\) Act 2006](#) (Cth)
 - a co-operative
 - a partnership
 - a joint (consortia) application with a lead organisation.

If consortiums apply, they must appoint a lead organisation. Only the lead organisation can submit an EOI or grant application, and lead discussions with the department either as part of this call for EOIs or subsequent closed competitive grant process, if the consortium is invited to apply to that grant process.

The lead organisation must:

- meet the eligibility criteria
- identify all members of the consortium in its application
- be authorised to negotiate, act on behalf of, and bind all members of the consortium in relation to any potential agreement with the department
- submit letters of support from each consortium member, detailing their contribution to the proposal, including any in-kind and/or financial support to meet the objectives of the program (if applicable).

The department will not waive eligibility criteria under any circumstances.

Eligibility criteria applying to EOI respondents will match the eligibility criteria applicable to the subsequent grant process.

4.1 Eligible costs

The Commonwealth will not award grant funding through this EOI process (Stage 1). However, the department is seeking information on the expected eligible expenses incurred by respondents in delivering the program aims and objectives if they were to be successful in the subsequent grant process.

The successful grantee would only be able to spend grant funds on agreed activities as defined in the grant agreement.

Eligible expenditure would need to be a direct cost of program activities and be incurred between the program start and end date, as defined in the grant agreement.

A grantee should not commence program activities until a grant agreement is executed with the Commonwealth.

4.2 Ineligible costs

Respondents should not include any of the following ineligible costs within project cost estimates in an EOI. In addition, the grant recipient must not use funding awarded through the subsequent closed competitive grant process for any of the following ineligible costs.

- Costs incurred prior to a grant agreement being signed with the Commonwealth, including costs incurred in the preparation of an EOI, grant application, or related documentation
- Activities that are unrelated to the program and/or are already funded as business as usual or on an ongoing basis by the respondent
- Activities funded by other non-corporate Commonwealth entities
- Activities funded by state, territory or local government bodies
- Political or lobbying activities
- Litigation
- Any other activities or costs that are not directly related to the program in accordance with an agreement with the Commonwealth as a result of the grant application process.

These conditions will be reflected in any agreement entered into between the Commonwealth and successful applicant to the subsequent closed competitive grant process.

5 Selection criteria

5.1 Expression of interest (Stage 1)

An EOI must address all Stage 1 selection criteria.

Respondents are strongly encouraged to support their claims with documentation, including letters of support.

The Assessment Panel will assess EOIs based on the weighting given to each criterion.

Respondents that are invited to submit a grant application in Stage 2 will be asked to provide more detailed responses and evidence, as outlined in [section 5.2](#).

EOIs should provide information about how the respondent proposes to support adoption and consistent incorporation of the forthcoming standards, and in the meantime the GAF Tools, (across as many commodities as possible) by third-party GHG accounting tool and calculator providers (i.e. specify the mechanism or product to be used or developed).

Respondents should address the following within their EOI:

- how the product will support consistent adoption and incorporation of the forthcoming standards, and in the meantime the GAF Tools, into third-party GHG accounting tools and calculators
- how the product will be accessed by third-party online emissions accounting tool and calculator providers, and reduce their costs in maintaining consistency with the forthcoming standards, and in the meantime the GAF Tools
- whether the product will be available via a user interface provided by the respondent, or only through the platforms of those third-party tools and calculators
- how updates will be managed to ensure the product aligns with the standards once available, and in the meantime the GAF tools
- how intellectual property will be managed and governed.

Respondents are also encouraged to include detail about how their proposal could help producers reduce the burden of GHG emissions reporting to supply chains and financial institutions in future (if applicable).

Stage 1 Criterion 1 Alignment with program aims and objectives (40 points)

Provide an overview of up to 1,200 words outlining your proposed approach and methodology to meeting the department's requirements, including the aims and objectives of the program set out in [section 1](#) and the considerations outlined in [section 3.2](#).

The overview should explain how your party would:

- support adoption and consistent incorporation of the forthcoming standards, and in the meantime the GAF Tools into third-party GHG accounting tools and calculators, ensuring it encapsulates as many commodities as possible
- facilitate free access to the product by third-party online GHG accounting tool and calculator providers until June 2028
- ensure the product remains up-to-date and consistent with the standards once released, and in the meantime the GAF Tools, over time until June 2028
- support producers to know and understand their business's net emissions profile.

Optional (500 words): Applicants may wish to include value-add products or services in their proposal to complement the program aims and objectives ([section 1](#)) and considerations ([section 3.2](#)).

For example, the provision of a user interface and the capacity for producers to share data with others, would align with the program objective of "Improve producer and farm adviser access to GHG accounting tools to increase the proportion of producers that know and understand their business's net emissions profile".

Stage 1 Criterion 2 Capacity, capability and resources to carry out the project (30 points)

Provide a statement of up to 1,200 words demonstrating your organisation's:

- capacity, capability and resources to deliver on the program aims and objectives until June 2028, using the approach and methodology proposed in response to criterion 1
- access to personnel with relevant experience and expertise, including the ability and/or experience in building and maintaining digital assets
- ability and/or experience in supporting industry to calculate GHG emissions for reporting purposes or otherwise
- ability to identify, manage and mitigate risks associated with the proposed deliverables, including the transition to incorporating the forthcoming standards.

Stage 1 Criterion 3 Estimated expenditure demonstrates value for money (30 points)

Noting that grant funding will not be awarded through this EOI process, provide a cost estimate for your organisation to deliver the program aims and objectives, as outlined in [section 1](#).

Information provided should include:

- estimated costs (inclusive of GST and according to financial year) to undertake the proposal, including for any efficiencies or value-add services and/or products offered
- where possible, itemised costings of the proposed deliverables and any value-add services and/or products offered
- all relevant activities required for the organisation to deliver the program aims and objectives
- any co-contributions by the respondent or its consortium members.

5.2 Closed competitive grant application (Stage 2)

The department will invite selected EOI respondents to apply for Stage 2.

The department will provide Grant Opportunity Guidelines to invited applicants once the submission period for the closed competitive grant process is open. If invited to submit a grant application in Stage 2, applicants must address the following selection criteria. Grant applicants should provide additional detail about the proposal outlined in the EOI and must include supporting evidence. Applicants should also address any feedback received through the EOI process in their grant application.

The Assessment Panel will assess applications based on the weighting given to each criterion.

The applicant should provide detail and supporting evidence within the application in proportion to the project size, complexity, and grant funding available.

Stage 2 Criterion 1 Alignment with program aims and objectives (40 points)

Provide an overview of up to 3,000 words outlining your proposed approach and methodology to meeting the department's requirements, including the aims and objectives of the program set out in [section 1](#) and the considerations outlined in [section 3.2](#). The overview should explain how your party would:

- support adoption and consistent incorporation of the forthcoming standards, and in the meantime the GAF Tools, into third-party GHG accounting tools and calculators, ensuring it encapsulates as many commodities as possible
- facilitate free access to the product by third-party online GHG accounting tool and calculator providers until June 2028
- ensure the product remains up-to-date and consistent with the standards once released, and in the meantime the GAF Tools, over time until June 2028
- support producers to know and understand their business's net emissions profile.

Applicants that included offers of value-add products or services in their EOI (Stage 1) should include additional detail on how they would deliver these products or services to address the program aims, objectives and considerations.

Stage 2 Criterion 2 Capacity, capability and resources to carry out the project (30 points)

Provide a statement of up to 3,000 words demonstrating the grant applicant's:

- capacity, capability and resources to deliver on the program aims and objectives until June 2028, using the approach and methodology proposed in response to criterion 1
- access to personnel with relevant experience and expertise, including the ability and/or experience in building and maintaining digital assets
- ability and/or experience in supporting industry to calculate GHG emissions for reporting purposes or otherwise

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- ability to provide access to digital resources, services and support to industry to understand their emissions profile
- ability to identify, manage and mitigate risks associated with the proposed deliverables, including the transition to incorporating the forthcoming standards.

Stage 2 Criterion 3 Estimated expenditure demonstrates value for money (30 points)

Provide detailed costings on the activities required for your organisation to deliver the program aims and objectives, as outlined in [section 1](#).

Information provided should include:

- estimated costs (inclusive of GST and according to financial year) to undertake the proposal, including for any efficiencies or value-add services and/or products offered
- where possible, itemised costings of the proposed deliverables and any value-add services and/or products offered
- all relevant activities required for the organisation to deliver the program aims and objectives
- any co-contributions by the respondent or its consortium members.

6 EOI process

Respondents must provide an EOI that:

- provides all the information requested
- addresses all eligibility criteria and selection criteria
- includes all [required documents](#) to support your application
- is submitted to GHGaccounting@aff.gov.au by the closing time.

The department will not accept EOIs after the closing time, unless the EOI was received after the closing time due to mishandling by the department.

The department will not accept additional material or information after the closing time, unless the department has requested it in writing.

If the department finds an error in an EOI or information that is missing from an EOI, the department may ask for clarification or additional information from a respondent where that clarification or information does not change the nature of the submission. However, the department can refuse to accept any additional information from a respondent that would change the EOI after the closing time.

If a respondent finds an error in their EOI or wishes to update their application with additional information after submission, the respondent should contact the department immediately at GHGaccounting@aff.gov.au. The department has no obligation to accept any additional information, nor requests from a respondent to correct their EOI after the closing date and time.

6.1 Required documents

The complete EOI submission must include:

- where relevant, letters of support from each consortium member, signed by an individual with appropriate authority in the organisation
- evidence of support from other appropriate organisations
- declarations of any perceived or existing conflicts of interests; or a declaration that, to the best of the respondent's knowledge, there is no conflict of interest
- other relevant documents, including those referenced in the EOI.

The department will not count additional evidence, such as letters of support and other referenced attachments, toward the word limit for selection criteria responses.

All information provided in an EOI will be treated as confidential. It will not be disclosed to anyone other than personnel who require it to perform their duties in connection with the assessment and selection processes for Stage 1 and Stage 2.

6.1.1 Attachments to the Stage 2 application

If invited to apply for the closed competitive grant (Stage 2), the EOI respondent must provide the following documents with their grant application:

- A project plan including the scope of the project, a timeline of activities, and a list of all key management and technical staff, including their relevant experience and details of any contractors that the respondent engages or intends to engage as a part of the project.
- A governance plan, including the governance model and arrangements for managing the project and relationships with partners and why the chosen model and arrangements are the most appropriate for the project.
- A project budget (split over financial years), which accounts for both cash and in-kind contributions (if applicable), and identifies sources of funding such as grantee contribution, Commonwealth funding. The budget should include a breakdown of the costs that sit under each head of expenditure and detail how these costs have been determined (e.g. quotes).
- A business plan, including details of fees, products, services, marketing and industry engagement strategies, and arrangements for managing assets and intellectual property; and which provides an overview of the long-term viability of the product.
- A risk management plan, and any supporting documentation, describing how the applicant proposes to monitor, manage and report identified risks, including risks that may arise during the project.
- A data collection plan and any supporting documentation, if relevant, describing how you propose to collect data on the services delivered, their locations, and end results.
- Detailed evidence that supports selection criteria responses (where applicable).

Applicants must attach the supporting documentation that will be requested within the Stage 2 application form. Applicants must only attach requested documents. The department will not consider information in attachments that we did not request.

6.2 Questions during the EOI process

Respondents should email any questions during the EOI period to the department at GHGaccounting@aff.gov.au.

The department will respond to emailed questions as soon as possible. If relevant, the department will publish the same information on the [EOI webpage](#), for transparency. The department will remove any confidential information contained in a question if requested by the respondent. All published questions will be anonymised.

Potential respondents should regularly check the department's [EOI webpage](#) for the latest information about the EOI process.

Please refer to Key dates in [section 2.2](#) for the closing date for questions.

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The department will acknowledge receipt of EOIs by email within 2 business days of receiving the submission. If you have not received acknowledgement of your EOI by 3 January 2025, contact GHGaccounting@aff.gov.au immediately. Respondents are responsible for ensuring the department has received their EOI.

7 Assessment and selection process

7.1 Assessment of EOI applications (Stage 1)

The Assessment Panel will exclude any EOI that does not meet the eligibility criteria from assessment. The Assessment Panel will then assess eligible EOIs against the selection criteria.

The Assessment Panel will identify invitees to apply for a closed competitive grant (Stage 2) to support adoption and consistent incorporation of the forthcoming standards, and in the meantime the GAF Tools, across as many commodities as possible, into third-party GHG accounting tools and calculators.

In assessing EOIs, the Assessment Panel may:

- Obtain and consider additional information relevant to an EOI
- Liaise with technical experts on aspects of the EOI, as needed
- Use any additional information available when assessing an EOI against a selection criterion.

7.2 Approval of preferred EOIs

The Assessment Panel is comprised of Department of Agriculture, Fisheries and Forestry and Department of Climate Change, Energy, the Environment and Water staff. The panel will make a recommendation to the decision-maker on which respondents to the EOI process have been identified by the department for invitation to the subsequent closed competitive grant.

The department's First Assistant Secretary of the Sustainability, Climate and Strategy Division is the decision-maker for this EOI process. They will extend invitations to selected EOI respondents to apply for the closed competitive grant, based on the recommendations of the Assessment Panel.

There is no appeal mechanism for decisions to recommend or not recommend an EOI respondent as an applicant to the subsequent closed competitive grant.

Respondents may seek to challenge decisions or make complaints about the EOI process using an alternative external appeal mechanism.

Potential external options for appeal include:

- [Commonwealth Ombudsman](#)
- [Office of the Australian Information Commissioner](#)
- [Administrative Decisions \(Judicial Review\) Act 1977](#)
- [Scheme for Compensation for Detriment caused by Defective Administration](#).

7.3 Notification of EOI outcomes

The department will advise all EOI respondents about the outcome of their submission in the first quarter of 2025.

Successful respondents will then work with the department to submit a subsequent application for consideration through a closed competitive grant process (Stage 2).

7.4 Feedback on EOIs

The department will provide feedback to the successful and unsuccessful EOI respondents, if requested in writing by the respondent.

7.5 Assessment of grant applications (Stage 2)

The Assessment Panel will assess Stage 2 applications against the selection criteria in [section 5](#).

The Assessment Panel will consider an application on its merits, based on:

- how well it meets the criteria
- how it compares to other applications
- whether it provides value for relevant money.

When assessing overall value for money in an application, the Assessment Panel will consider:

- the overall aims and objectives of the grant opportunity
- the evidence provided to demonstrate how the project contributes to meeting those aims and objectives
- the relative value of the grant sought.

If the Assessment Panel identifies unintentional errors in an application during the assessment process, the department may contact the applicant to correct or clarify the errors, but no material alterations or additions may be made by the applicant.

7.6 Timing of closed competitive grant (Stage 2) opportunity

Successful EOI respondents invited to apply for the closed competitive grant (Stage 2) must submit an application between the published opening and closing dates. The department will not accept late applications.

The successful grantee is expected to be able to commence the project in the second or third quarter of 2025.

7.7 Approval of successful grant applicant

The Minister for Agriculture, Fisheries and Forestry is responsible for approving the successful grant applicant. The department will outline the approval process in the forthcoming Grant Opportunity Guidelines for the closed competitive grant (Stage 2).

8 Probity

The department will make sure that the EOI process is fair and incorporates appropriate safeguards against fraud, unlawful activities and other inappropriate conduct. The EOI process will be administered in accordance with probity principles, in particular, the [Commonwealth Grants Rules and Principles 2024](#).

8.1 Conflicts of interest

A conflict of interest means any matter which could prejudice the impartial conduct of the EOI process, including the assessment of submissions.

As part of their EOI, respondents should declare any perceived or existing conflicts of interests; or that, to the best of the respondent's knowledge, there is no conflict of interest.

If a respondent later identifies an actual, apparent, or perceived conflict of interest, the respondent must inform the department in writing immediately.

8.2 Confidential information

Subject to the conditions listed in this section, all information provided in an EOI will be treated as confidential. It will not be disclosed to anyone other than personnel who require it to perform their duties in connection with the EOI (Stage 1) or subsequent closed competitive grant process (Stage 2).

The department will not be in breach of any requirements in relation to confidentiality, if disclosure is otherwise authorised or required by law or Commonwealth policy, or the information is disclosed to:

- the Assessment Panel and other Commonwealth employees and contractors or advisors to help the department manage the Stage 1 and Stage 2 processes effectively
- employees and contractors of the department so the department can research, assess, monitor and analyse a respondent or submission as part of the EOI and grant processes
- the Auditor-General, Ombudsman or Privacy Commissioner
- the responsible Minister or Parliamentary Secretary
- a House or a Committee of the Australian Parliament.

8.3 Communication

Respondents should not communicate or contact any person in the department (or advising or representing the department) in relation to this opportunity, other than as directed in these guidelines.