

Building Distinctive Aboriginal Tourism Product Grant Program

NORTHERN TERRITORY GOVERNMENT

TOURISM & EVENTS NORTHERN TERRITORY

Front cover image: Bawaka, East Arnhem Land

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

Overview

The Building Distinctive Aboriginal Tourism Product Grant Program (Grant Program) is designed to stimulate the development and pipeline of new visitor product across the NT through majority owned Aboriginal businesses and organisations.

Funding available

A total of $160,000 (excluding GST) is available to develop and activate new tourism tourism product. Applications can be submitted for:

- minimum funding value of $10,000 (excluding GST)
- up to a maximum value of $30,000 (excluding GST)
- Applications under this program will be considered with reference to other NT Government funding, which the applicant may have accessed or that may qualify for.

Other funding sources

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

Further information

For further information please contact Tourism and Events NT Aboriginal Tourism team at **Aboriginal.tourismeventsnt@nt.gov.au** or telephone **08 8999 7420**.

A copy of these guidelines is available at **tourismandeventsnt.com.au/tourism-industry/grant-funding/aboriginal-tourism-funding**

Tourism and Events NT corporate website **www.tourismandeventsnt.com.au** is a valuable resource for accessing information to support applications, including tourism research and strategies.

Eligible applicants

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

Eligible applicants must:

- be greater than 50% Aboriginal owned
- be an business or organisation located and operating in the NT
- be legally constituted
- have no outstanding grant acquittals or unmet funding agreement obligations from any previous funding from the Tourism and Events NT.

Additional requirement for Aboriginal Corporations and Associations:

- Must demonstrate organisational support for the application by providing evidence that the application has been discussed or endorsed through appropriate governance processes. Evidence may include:
    - written advice from minimum of two Directors involved in discussions or approvals;

      or
    - minutes of a duly constituted meeting.

Eligible activities

New tourism product development that activates a bookable product for offerings directly relating to:

- adventure tourism
- business event delegate experiences
- cruise tourism
- Aboriginal cultural tourism
- dark skies experiences
- domestic education tourism
- fishing
- food and drink
- major event attendee experiences
- military tourism
- night-time offerings.

Engaging a suitably qualified business consultant to develop a culturally focused approach for feasibility and business planning including:

- on the ground engagement to understand and establish the aspirations and vision
- governance structure arrangements
- land tenure considerations
- building an Aboriginal tourism brand
- Aboriginal cultural intellectual property considerations and visitor cultural protocols
- tourism specific marketing and trade distribution strategy
- product development (consultations, tour itineraries and operational plans)
- financial management (pricing, budget, cash flow forecasting and funding sources) to establish commercial viability
- human resourcing requirements including tourism skills capacity and development
- staged implementation action plan (plan) and short term to long term resourcing to support implementing the plan.

Assistance to prepare and lodge applications, lease agreements, operational agreements etc with NT Parks and Wildlife Commission and the relevant land council.

Receiving business coaching for tourism product development.

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

Aboriginal tourism businesses may be required to provide evidence from the Northern Territory Indigenous Business Network or Supply Nation that they are a certified member.

Ineligible activities

- activities that do not clearly demonstrate that an Aboriginal tourism experience or product is being delivered
- activities that have commenced before funding is approved
- upgrading or developing activities or facilities mostly for local community use or where there is no clearly defined visitor benefit
- 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
- Purchase or lease of mobile and portable assets, including but not limited to electronic office equipment, vehicles and boats, that are susceptible to theft or loss due to their size, portability and attractiveness
- purchase or lease of real estate of any type
- marketing, advertising and product promotion activities for actively trading Aboriginal tourism businesses and their existing products and experiences
- wages or salaries for an applicant's employees
- activities that have already received significant funding support from 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
- activities where formal approvals for tourism product activation being secured is unknown or unclear.

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



Standley Chasm Angkerle Atwatye

Indicative dates

Open for applications
Thursday, 12 November 2026.

Closing date for applications
Friday, 23 March 2027 or sooner if budget exhausted.

Consideration of projects
Applications will be considered in the order which they are received.

Notification of successful recipients
Within 14 working days of receipt of a complete application.

First payment
Successful recipients will have 14 days from notification to accept the funding offer by, 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, 14 May 2027.

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 and Events NT 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 tourism experience or 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 2030 and NT Visitor Economy Strategy 2032 which can be found at www.tourismandeventsnt.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 $30,000 (excluding GST)
- not be dependent on other grant funding applications to enable completion of the project
- a maximum of 3 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 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 experiences, encourage visitors to travel to the NT regions and stay longer
- applications that demonstrate co-contribution (excluding in-kind) to the activities detailed in the lodged application
- new applicants.

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 the Tourism and Events 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 and Events NT annual report and corporate website.

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.



Journey into East Arnhem Land

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 and Events 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 and Events 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 activities variations will not be considered.