EXPERIENCE NATURE TOURISM FUND

FREQUENTLY ASKED QUESTIONS
ROUND FOUR | 2025-26

SOUTH AUSTRALIA

Government of South Australia

South Australian Tourism Commission

Business Eligibility

1. WHY DO I HAVE TO BE OPERATING AN ABN FOR 12 MONTHS OR MORE?

The Experience Nature Tourism Fund (ENTF) is a development fund and is not intended to support start-up businesses. Rather, it is intended to support tourism projects that enhance the visitor experience and encourage visitors to enjoy and learn more about South Australian parks and natural places. The ENTF will fund approved applicants that can demonstrate sound financial viability as an on-going trading entity, with a proven capacity and capability to deliver their proposed ENTF project.

2. I HAVE AN ABN WHICH IS OLDER THAN 12 MONTHS, BUT I HAVE ONLY JUST STARTED TRADING UNDER THIS ABN AND THEREFORE DO NOT HAVE ANY FINANCIAL STATEMENTS, CAN I STILL APPLY?

Yes, you can apply. However, applicants are required to supply documentation (also see questions 58 and 59), including all available financial statements, as part of their application to demonstrate their proven capacity and capability to complete the project.

3. WHY CAN'T I CHANGE MY LEGAL NAME ON THE APPLICATION FORM?

The legal entity is pre-populated through the Australian Business Register, based on the ABN provided. This is the entity which will enter the grant agreement if the application is successful.

4. WHAT IS THE DIFFERENCE BETWEEN THE LEGAL ENTITY AND MY 'TRADING AS' NAME?

The legal entity field is the name registered through the Australian Business Register, which could be a corporation, company, or a sole trader, for example, and which can legally enter into a funding agreement with the Government in its own name. A trading name may be used to promote a product or business and does not have any legal status that would allow it to enter into an agreement in its own name.

5. I HAVE TWO ABNS, CAN I SUBMIT ONE APPLICATION PER ABN?

No. Only one application per applicant (including all related entities) per financial year is permitted.

Project Eligibility

6. WHAT TYPE OF PROJECTS ARE ELIGIBLE THROUGH THE ENTF?

- Purchase of equipment to support the delivery of nature-based tourism experiences (e.g. diving, snorkelling, wading, walking, photographing, stargazing, fishing, climbing, riding, bird/whale/wildlife watching, underwater viewing, virtual reality, kayaking, canoeing, stand-up-paddling, surfing, and practising fitness/yoga/meditating, etc.)

- Catering and picnic supplies (non-consumables) (e.g. hampers, crockery, cutlery, serving ware, blankets, cushions, and portable cooking equipment)

- Safety equipment such as satellite phones and radios

- Temporary accommodation including tents and swags

- New accommodation including off-grid builds, tiny homes and glamping[#]. If accommodation is built on private property which is not adjacent or within walking distance of a national park, applicants must clearly demonstrate how their accommodation will connect their visitors with the park

- New or upgraded transportation for use of visitors (e.g. vehicles, bikes, e-bikes, boats, food trucks, trailers, aeroplanes, helicopters, campervans, and quad/motorbikes, etc.)

- Visitor experience enhancing infrastructure which is delivered in conjunction with another project element and not as a standalone project (e.g. toilets, shelter, water harvesting, solar power generation, etc.[#])

- Storage and transportation for tour equipment that assist in the delivery of a new experience[#]

- Staff training for cultural awareness (e.g. tour guiding, storytelling, 4WD/specialist driving, wildlife protection and responsible and sustainable tourism, etc.)

- Tourism product development (e.g. experience design, customer journey mapping, tourism distribution, pricing, social media, packaging, etc.)

- Website development (e.g. online booking engine functionality, website management training, etc.)

- Content creation (e.g. photo shoots, copywriting, marketing collateral and storytelling.)

> # NOTE: New accommodation or other permanent built infrastructure within a national park or reserve is not eligible.

7. CAN I APPLY TO BUILD FIXED (PERMANENT) INFRASTRUCTURE WITHIN A NATIONAL PARK?

No. Fixed infrastructure in national parks requires a lease with the Department for Environment and Water (DEW) and is not an eligible activity under the ENTF.

8. CAN I APPLY TO BUILD A TRAIL OR FIXED INFRASTRUCTURE ON PRIVATE PROPERTY?

Yes. So long as the project meets the ENTF criteria and obtains the required landowner, planning, and all necessary stakeholder approvals.

9. CAN I APPLY TO INSTALL INTERPRETIVE SIGNAGE OR BUILD TRAILS WITHIN A NATIONAL PARK?

No. Installation or upgrades of interpretive signs and trails within a national park are not permitted activities through the ENTF. Applicants proposing to install interpretive signage at a private property that is adjacent to a national park are recommended to consult with DEW.

10. DOES MY NEW PRODUCT/EXPERIENCE HAVE TO BE OPEN/AVAILABLE YEAR-ROUND?

The property, product or experience must be available for visitor enquiries, bookings, information, and/or tours at least 50 weeks per year.

11. CAN I SUBMIT MORE THAN ONE APPLICATION FOR ONE PROJECT?

Only one application per applicant (including related entities), per financial year is permitted.

Applicants cannot submit multiple applications for the same project in a single financial year. A project application may include a number of activities in the same or multiple locations. Applicants are eligible for a maximum of 80% of the overall value of the project/combined projects, up to a maximum grant amount of $50,000 (excluding GST).

12. I RECEIVED STATE GOVERNMENT FUNDING FOR A PROJECT IN THE PAST. CAN I APPLY FOR FUNDING TO DELIVER A NEW STAGE OF THE PROJECT?

Applicants can apply for ENTF support where the project will deliver a new or enhanced tourism product or experience, and if previous funding received did not contribute to the same project stage/scope.

13. IF I HAVE APPLIED FOR A STATE GOVERNMENT GRANT PREVIOUSLY AND I WAS UNSUCCESSFUL, CAN I APPLY FOR THE ENTF AND DOES MY APPLICATION AUTOMATICALLY TRANSFER FROM THE PREVIOUS FUND?

The SATC is unable to transfer applications from other grant funds. Funding programs may have different criteria and application processes; however, some themes of the grant program may align. Applicants can apply for the ENTF if they were unsuccessful in another State Government fund but will be required to submit a new application to the ENTF and demonstrate that the project meets the criteria of the ENTF.

14. I APPLIED IN PREVIOUS ENTF ROUNDS AND WAS UNSUCCESSFUL, CAN I APPLY FOR ROUND FOUR?

Yes, applicants can apply for Round Four for either the same project or another project.

15. I WAS SUCCESSFUL IN RECEIVING FUNDING IN PREVIOUS ENTF ROUNDS, CAN I APPLY FOR ROUND FOUR?

Yes, applicants can apply for Round Four for a different project.

Vehicles

16. IF I AM APPLYING FOR A VEHICLE, HOW DO I DEMONSTRATE IT IS BEING USED FOR TOURISM PURPOSES?

Applications involving the procurement of a vehicle that are unable to demonstrate that it will be primarily used for tourism purposes or are intended to be used for private use, will be ineligible for grant support.

Applicants MUST supply information to ensure the assessment panel understands how often and for what purpose the vehicle will be used.

Applicants will be required to include tour schedules, estimate numbers of visitors per tour or demonstrate other ways in which the vehicle will be used for tourism purposes related to the project. Vehicles MUST be fit for purpose, and comfortable for visitors to partake in the tourism experience. Utility vehicles are not eligible.

17. WHAT TYPE OF BRANDING MUST I HAVE ON MY VEHICLE?

If a project incorporates a vehicle, applicants will be required to feature their tourism brand on the exterior of the vehicle. Branding on the exterior of the vehicles can be through a variety of applications including full vinyl sticker wraps and paint, however temporary magnetic branding is not permitted. Vehicle branding is an eligible cost and can be included in an ENTF project cost.

18. CAN I INCLUDE THE COST OF VEHICLE REGISTRATION AND OTHER DEALER CHARGES IN MY PROJECT COST?

No. Registration, Compulsory Third-Party insurance and other on-road costs are ineligible expenses and cannot be included in the total project cost.

19. IF I HAVE BEEN APPROVED FOR THE PURCHASE OF A VEHICLE AND I AM USING A LOAN FROM A FINANCIAL INSTITUTION, HOW DOES THE CLAIM PROCESS WORK?

If a grantee is approved for the purchase of a vehicle, and if paying for the vehicle using borrowed funds from a financial institution, they must provide evidence to show that the grant funds have been used to pay against the loan.

The process is as follows:

> Grantee completes the project including the delivery of the vehicle
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> ⌄
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> Grantee submits a claim to SATC with evidence they have received the vehicle
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> ⌄
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> Once the claim is approved, the grantee invoices SATC for the funds, and then uses funds to pay down loan
>
> ⌄
>
> Grantee sends evidence to SATC showing that the exact grant amount has been paid against the loan

Project Location

20. WHAT LOCATIONS ARE ELIGIBLE FOR ENTF PROJECTS?

Applications through the ENTF need to result in projects that activate and encourage visitation to national parks and need to be:

- Located within a 20km radius from a national park

  OR

- Operate into a national park.

Proposals will be considered on the following land, water, and air locations:

- In and around South Australia's national parks, reserves, wilderness protection areas and marine parks (under care and control of National Parks & Wildlife Service and as defined by the _National Parks and Wildlife Act 1972_, the _Wilderness Protection Act 1992_ or the _Marine Parks Act 2007_)
- Aboriginal owned or controlled lands and where Aboriginal peoples have shared access rights under Native Title
- Private land, so long as the project includes demonstration of visitation to, or activation of, a national park or reserve as part of the tourism experience. Accommodation builds which are not adjacent to or within walking distance from a national park must clearly demonstrate how their accommodation will connect their visitors with the park
- Sightseeing air charters that operate over a national park.

Proposals will not be considered where the project would require a lease on public (Crown) land, including national parks.

21. WHERE DO I FIND A LIST OF ELIGIBLE NATIONAL PARKS?

For the purpose of the ENTF, "national parks" include national parks, reserves, wilderness protection areas and marine parks, as defined by the _National Parks and Wildlife Act 1972_, the _Wilderness Protection Act 1992_ or the _Marine Parks Act 2007_). A list of national parks is available for download through the ENTF webpage.

22. HOW DO I MEASURE 20KM FROM A NATIONAL PARK?

The 20km radius from a national park is measured from the edge of the national park's boundary to the proposed project location. One way to measure this is via Google Maps. On Google Maps, find the closest edge of the park and right click the mouse. Select 'Measure Distance' then, find the proposed location and left click the mouse. There will be a distance counter which will provide the distance.

23. I AM LOCATED IN A REMOTE REGION OF SOUTH AUSTRALIA AND MY PROJECT IS NOT WITHIN 20KM OF A NATIONAL PARK. I WOULD LIKE TO APPLY FOR FUNDING FOR A PRODUCT AND/OR EXPERIENCE THAT WILL ACTIVATE MY CLOSEST NATIONAL PARK, CAN I APPLY?

Applications for remote locations will be assessed on a case-by-case basis. Applicants will need to demonstrate how the project will activate the national park and meet all remaining eligibility criteria. Applications will be assessed competitively as per the standard assessment process.

24. WHAT IF MY PROJECT IS OUTSIDE OF THE 20KM ZONE?

If a project is outside of the 20km zone, it is up to the discretion of the SATC/DEW review team and assessment panel whether the application will be included as an eligible application. The alignment to the ENTF's objectives and proximity to a national park will be considered.

25. CAN I APPLY FOR MORE THAN ONE PROJECT AT SEPARATE LOCATIONS?

If an applicant has two projects which will benefit two or more separate parks, for example an e-bike tour on the Eyre Peninsula and a birdwatching tour in the Flinders Ranges, the applicant can submit one application including both/all projects' elements for a maximum of 80% of the combined project value. The projects do not need to be strategically linked; however, the applicant will need to articulate the tangible benefits for each project and provide the relevant attachments for each project location (e.g. letter of in-principle support, development approval, licenses/approvals to operate).

Eligible Expenditure

26. CAN I PURCHASE LAND, PROPERTY OR A BUSINESS WITH THE ENTF?

No. The cost of purchasing a property, land or a business will not be considered as part of the project cost in the assessment process – nor can it be claimed as matched funding. The ENTF supports creating new or enhancing existing tourism products and experiences amongst businesses which have demonstrated viability. It is not intended to enable the exchange of business assets.

27. CAN I INCLUDE THE COST OF WRITING MY APPLICATION IN THE OVERALL PROJECT COST?

No. Any costs associated with writing this, or other, applications is not an eligible expense.

28. CAN I INCLUDE PLANNING AND/OR DEVELOPMENT FEES AS PART OF THE OVERALL PROJECT COST?

No. Planning and/or development approval fees, and any other fees associated in the planning process, are classed as ineligible expenditure. Furthermore, all projects MUST have the required approvals in place prior to applying to the ENTF; and eligible expenditure MUST be incurred by the applicant within the project period (no sooner than an approval letter has been issued by the SATC).

29. I RUN A TRADE BUSINESS OR I AM A QUALIFIED TRADESPERSON THAT IS ABLE TO PROVIDE WORK TO CONDUCT MY PROJECT (E.G. PLUMBING, CONSTRUCTION). AM I PERMITTED TO INCLUDE THE COSTS OF WORK CONDUCTED BY MYSELF OR MY BUSINESS AS PART OF THE PROJECT COSTS?

Salary/wages, administration or any other internal costs for work conducted by the applicant and/or their staff on their tourism project is deemed ineligible expenditure and is not reimbursable by a State Government grant. These are considered in-kind contributions or donations and can be noted as such in the relevant section of the application form. This also extends to stock, materials and/or equipment already held (i.e. not acquired specifically for the project).

Costs of any materials acquired specifically for the project (e.g. timber, concrete, pipes) is eligible for a grant reimbursement. These costs will need to be supported by copies of quotations and paid invoices dated within the eligible project period, as well as satisfy all other requirements as specified in the ENTF guidelines. Quotations and invoices from entities related to the applicant (i.e. sister businesses) will NOT be accepted.

30. IN ORDER TO DEVELOP MY PROJECT, I NEED NEW ACCESS TO UTILITIES, CAN THIS BE INCLUDED IN MY APPLICATION?

Applicants will need to demonstrate how the project will enhance or create a new visitor experience. Elements of this may include items such as new plumbing, sewerage, electrical and gas supply. Standalone maintenance projects will not be considered for funding as these are considered operational costs to be met by the business.

31. CAN I INCLUDE THE COST OF COMMERCIAL TOUR OPERATOR (CTO) LICENCE FEES OR OTHER PERMITS?

No, applicants cannot include the cost of licence fees or permits required to operate their business.

32. AM I ABLE TO PURCHASE HORSES OR OTHER ANIMALS TO CREATE A TOURISM PRODUCT OR EXPERIENCE?

No. The purchase of animals is not eligible expenditure through the ENTF.

Operating in National Parks

33. HOW DO I KNOW IF MY PROJECT WILL BE ALLOWED IN NATIONAL PARKS?

Not all activities are permitted in all parks. Applicants should refer to the specific park's webpage and relevant park management plan/s to confirm whether their proposed activity is permitted in that park. If a park management plan does not exist or is unclear, applicants are encouraged to contact DEW prior to commencing their application to determine if their project is suitable for that park.

DEW's contact email address is: DEWTourism@sa.gov.au.

Should an application for a project that enters a national park be awarded ENTF support, any funding secured through the ENTF does not constitute automatic authority to undertake activities in South Australia's national parks. Please note that proposals that have approved funding may be subject to other development, environmental and regulatory approvals outside of SATC and DEW's jurisdiction.

34. WHAT ARE CTO LICENCES, MARINE PARKS PERMITS AND MARINE MAMMAL INTERACTION PERMITS?

Any company, organisation, or individual proposing to conduct commercial activities within the land-based parks system requires a CTO Licence. For full details, please visit: parks. sa.gov.au/permits-andlicences/commercial-tour-operators.

Any company, organisation, or individual proposing to conduct tourism activities within a marine sanctuary zone requires a Marine Parks Permit. For full details please visit marineparks. sa.gov.au/Permits.

Any company, organisation, or individual proposing to conduct tours involving marine mammals (e.g. whales, dolphins, sea lions) requires a Marine Mammal Interaction Permit. This is managed through the CTO licencing process. For full details, please see here.

35. WHAT IS THE DIFFERENCE BETWEEN A MARINE PARK AND A MARINE SANCTUARY ZONE?

South Australia's marine parks have various levels of protection. There are different zones for habitat protection, sanctuaries, general managed use, and restricted areas. Each zone is designed to achieve a different outcome.

Sanctuary zones are areas of high conservation value set aside for conservation and low-impact recreation. No fishing is permitted in these zones, but activities such as diving, surfing, and swimming is welcome.

Any company, organisation, or individual proposing to conduct tourism activities within a marine sanctuary zone requires a Marine Parks Permit.

For full details please visit: marineparks.sa.gov. au/permits.

Tourism activities in general managed use zones or habitat protection zones do not require a Marine Parks Permit.

To check the location of marine parks and zones, visit marineparks.sa.gov.au/maps-and-coordinates.

36. HOW DO I KNOW IF I REQUIRE A CTO LICENCE,MARINE PARKS PERMIT OR IN-PRINCIPLE APPROVAL FROM DEW?

If the applicant has an existing CTO Licence or Marine Parks Permit but is proposing to undertake a new activity or visit a new park to fulfil their project, they will need to seek an amendment to their licence/permit. This can be sought once funding has been awarded (if successful); however the applicant will need to provide in-principle support from DEW to support their application. Applicants without

the required existing licence or permit, who are proposing to enter a national park or marine sanctuary zone or engage with marine mammals via their project, must apply for in-principle support from DEW for the purpose of submitting their application. Applications that do not have the required licence, permit or in-principle support to operate will not be considered for funding.

There is a flow chart downloadable from the ENTF webpage to assist with determining what is required.

37. I HAVE IDENTIFIED THAT I WILL NEED A CTO LICENCE, MARINE PARKS PERMIT OR MARINE MAMMAL INTERACTION PERMIT. DO I NEED TO APPLY FOR ONE AND/OR BE APPROVED PRIOR TO APPLYING?

Applicants intending to operate in a park without an existing CTO Licence or Marine Parks Permit can submit an ENTF application if they have written in-principle support from DEW.

Applicants that do not have the existing licence or permit at the time of application will need to apply for this via DEW's online request form, available via the ENTF webpage.

If applicants receive in-principle support and are approved for funding through the ENTF, grant payments will only be made on production of a relevant CTO Licence, Marine Parks Permit, or Marine Mammal Interaction Permit.

Businesses can apply for a CTO Licence, Marine Parks Permit, or Marine Mammal Interaction permit at any time; however, holding one of these licences or permits will not guarantee eligibility for the ENTF.

38. I NEED IN-PRINCIPLE SUPPORT FROM DEW, WHAT IS THE PROCESS?

ENTF applicants proposing to conduct new commercial activities within parks will need to complete DEW's online Request for in-principle Support form provided on the ENTF webpage.

Applicants should apply for this in-principle support as early as possible to avoid disappointment.

When requesting in-principle support, DEW may ask the applicant to provide additional information and address specific components of their project. Applications without the required in-principle support attached will not be considered for funding. Should a project with DEW's in-principle support be successful in receiving ENTF funding, the applicant will be required to formally apply for the relevant CTO Licence, Marine Parks Permit and/or Marine Mammal Interaction Permit after receiving an approval letter from the SATC. Funds will not be released until the relevant licence or permit has been obtained by the proponent.

39. WHAT DO I SUPPLY IF I ALREADY HOLD AN APPROVED CTO LICENCE OR MARINE PARKS PERMIT?

All applicants who have an approved CTO Licence or Marine Parks Permit must supply evidence. If the applicant is applying for a project which enhances their existing offering and does not change the activity, location nor the capacity of their current offering, the applicant does not require in-principle support from DEW.

If the applicant is applying to conduct new activities, including an increase in capacity of their current tour operation and/or operating into a different national park, they must seek in-principle support from DEW.

40. I HAVE A CURRENT CTO LICENCE OR MARINE PARKS PERMIT AND I AM APPLYING TO ENHANCE MY OFFERING IN THE SAME NATIONAL PARK AND AM NOT INCREASING CAPACITY OF MY TOUR, DO I NEED TO APPLY FOR IN-PRINCIPLE SUPPORT?

If applicants hold a current CTO Licence or permit and are not changing how or where they operate, they do not require in-principle support. If the applicant has a current CTO Licence or permit, they will require in-principle support if they are proposing to:

- Increase capacity on their existing tour
- Operate in a park not covered by their existing licence or permit
- Undertake an activity not covered by their existing licence or permit.

41. CAN I STILL APPLY IF MY PROJECT IS NOT SUPPORTED BY DEW?

Applications to the ENTF MUST hold all necessary approvals to commence and operate. If applicants are proposing to conduct commercial activities within a national park and this activity is not supported by DEW, this application will not be eligible.

42. I APPLIED FOR AND RECEIVED IN-PRINCIPLE SUPPORT EARLY ON IN THE APPLICATION PERIOD, HOWEVER MY PROJECT HAS SINCE CHANGED PRIOR TO ME SUBMITTING MY ENTF APPLICATION. CAN I APPLY WITH MY EXISTING IN-PRINCIPLE SUPPORT?

If a project scope has changed since an applicant has obtained written in-principle support, they will need to email DEW on DEWtourism@sa.gov.au and advise them of the changes. DEW will then determine if the applicant needs to submit a new request or if they can be provided with an amended letter of support.

43. I APPLIED FOR AND RECEIVED IN-PRINCIPLE SUPPORT FROM DEW IN A PREVIOUS ROUND OF THE ENTF. DO I NEED A NEW LETTER OF SUPPORT?

Yes, you will need a letter of in-principle support from DEW dated 2025 for Round Four.

44. WHAT IS THE TIME FRAME TO OBTAIN IN-PRINCIPLE SUPPORT FROM DEW?

It is recommended applicants contact DEW as early as possible to obtain in-principle support if they are planning to operate into a national park. It is anticipated the turnaround time for in-principle support is 10 business days, assuming no additional information from the applicant is required. Applicants can apply for in-principle support once Round Four of the ENTF program is announced.

Other Approvals

45. WHAT IS MEANT BY AN INVESTMENT (OR 'SHOVEL READY') PROJECT?

These are projects that have:

- Secured at least 20% co-funding
- Met all required regulatory and/or development approvals (including planning consent and building rules consent)
- Demonstrated robust planning, budgeting, and final project costing
- Identified the project can commence following the execution of a grant agreement.

46. HOW DO I KNOW IF I NEED DEVELOPMENT APPROVAL (FOR DEVELOPMENTS ON PRIVATE LAND)?

To determine if a development requires approval to build, applicants can check via the following PlanSA resources:

- Access the online tool which assists with determining if applicants require development approval
- Check 'Schedule 4' of the _Planning, Development, and Infrastructure (PDI) Regulations 2017_. This contains a list of

actions and activities that are not classified as "development" and therefore do not require development approval.

- Applicants can contact PlanSA via the details below if it is unclear if development approval is required, or if they have any questions.

Email: PlanSA@sa.gov.au

Phone: 1800 752 664

Proposals will not be considered where the project would require a lease on public (Crown) land, including national parks.

47. CAN I APPLY IF I HAVE NOT YET SECURED FUNDING REQUIRED FROM MY BANK OR FINANCIAL INSTITUTION?

To apply for the ENTF, applicants will need to demonstrate that they have the capacity to complete the project. If any project costs are met by borrowing additional funds, applicants are required to provide confirmation that the financing is approved via a copy of the approval letter from their financial institution or funding provider.

Application Details

48. HOW DO I DESCRIBE MY PROJECT?

Provide one sentence clearly stating what tourism product/experience you aim to deliver, what the funding will be used for, and where it will be delivered. There are other areas of the application form that allow you to expand on how and why you aim to deliver this project.

An example of a description is below:

PROJECT TITLE

New Guided Walking Tour in XYZ National Park

PROJECT DESCRIPTION

The project will include the purchase of a support vehicle and walking equipment, the development of a new website including content creation and photography session, and first aid training for guides.

49. WHAT INFORMATION SHOULD I INCLUDE ABOUT TARGET MARKETS?

Eligible projects must demonstrate appeal to SATC's target markets. Information on SATC's target markets can be found in the _South Australian Visitor Economy Sector Plan 2030_, and international target markets in the _South Australian Tourism Commission International Tourism Strategy 2025_ available for download on the SATC's corporate website.

50. HOW DO I DEMONSTRATE SUSTAINABILITY AND CONSERVATION?

Applicants will need to clearly demonstrate how they will conduct sustainable business practices. Sustainable practices can encompass a variety of areas including environmental, social, economic, and cultural. For example, an applicant could;

- Provide their environmental credentials
- Demonstrate how they manage their waste removal, recycling processes or use of plastics
- Provide details on how they produce and use energy
- Demonstrate how they support the sustainability of their community through sourcing local products/produce, collaboration with other local operators and any other community involvement
- Demonstrate how their project will acknowledge, respect, and support the growth of Aboriginal tourism and communities
- Demonstrate their workforce sustainability
- Demonstrate how their marketing messaging promotes to their visitors to 'tread lightly.'

51. HOW DO I DEMONSTRATE VISITOR ACCESSIBILITY AND INCLUSION?

Applicants should demonstrate how their product or experience is accessible and inclusive to a wide range of visitors. Applicants who have considered universal design principles (soft or hard infrastructure that is accessible to everyone) to ensure that their project is accessible to those with disabilities or those with mobility requirements will be considered favourably.

Further, inclusive practices can encompass accommodating for visitors regardless of their ability, age, gender, sexuality, race, or culture.

Applicants could further support their inclusive tourism initiatives by;

- Providing accessible/inclusive tourism credentials/accreditation badges
- Demonstrating how they welcome specific marginalised markets throughout the customer journey (including during the visitor experience)

- Referencing how they support different disadvantaged communities, via volunteering, sponsorship, using goods or services from allied businesses, or involvement in community programs
- Demonstrating how their project will acknowledge, respect, and support the growth of Aboriginal tourism and communities
- Demonstrating how their website, ATDW listing or marketing messaging promotes the business's commitment to inclusive initiatives

DEW has a list of national parks with existing accessibility features here.

52. HOW DO I DESCRIBE HOW I WILL ACTIVATE OR FACILITATE VISITATION TO THE NATIONAL PARK?

Each project scope will be different. Types of activations may include, but are not limited to:

- Tours operating hosted/guided experiences into a park
- Accommodation facilitating or encouraging access to a park (offering transfers or a walking trail to a park)
- Packages that include park entry or use the service of a licensed tourism operator into a park.

53. MY PROJECT IS ACCOMMODATION, HOW DO I DETERMINE HOW MANY ROOMS TO NOTE IN MY APPLICATION?

The SATC reports on the number of bedrooms available. If it is a 2-bedroom apartment, applicants should note that the project includes two rooms.

54. CAN I INCLUDE IN-KIND SUPPORT INTO MY FINANCIAL CONTRIBUTION?

In-kind support is not to be included in calculating the financial contribution to the project or the total project cost but can be noted in the application. There is no limit on the value of in-kind contributions to a project, which might include items such as land or equipment already owned and existing staff salaries. In-kind contributions will be considered by the panel in relation to the applicant's capacity to deliver the project.

Evidence and Supporting Documentation

55. WHAT QUOTES DO I NEED TO SUPPLY?

Recent third-party quotations are required to substantiate all cost items and the total project value. Quotes should show a value exclusive of GST and must not be from a related business/ entity. Quotations must be supplied for all cost items. Where a formal quotation is unavailable (for example for some online stores), PDF documents and screenshots detailing the cost of each item may be submitted. Links to online stores will not be accepted; applicants should submit a screenshot of each item and its price.

56. WHY DO I NEED TO PROVIDE QUOTATIONS?

Quotations are required to ensure the assessment team have the most accurate project costing and can therefore accurately identify the eligible grant amount.

57. WHY DO I NEED TO SUPPLY A QUOTE SUMMARY DOCUMENT?

This document is provided to assist the applicant and assessment team to ensure all quotations have been received and the final project value is reflected correctly.

58. WHAT IS A FINANCIAL STATEMENT?

A financial statement is a record of a business's trading performance and financial position as reflected in the profit and loss statement and balance sheet usually prepared by an accountant.

59. WHAT FINANCIAL STATEMENTS DO I NEED TO PROVIDE?

The South Australian Government Financing Authority (SAFA) will be undertaking a financial assessment of each applicant. The review considers the financial position of the applicant and their financial capacity to deliver its ENTF project.

Outcomes of the financial reviews inform the grant approval process and allocation of grant funding. The following page details the financial statements applicants must provide based on their business structure.

APPLICANT TYPE/BUSINESS STRUCTURE	FINANCIAL STATEMENTS AND LEGAL DOCUMENTS REQUIRED
• Companies • Not-for-Profit Organisations • Community and Progress Associations • Business Partnerships • Sole Traders • Trusts	1. Accountant prepared financial statements for: • Financial year 2022/23 – final • Financial year 2023/24 – final • Financial year 2024/25 – final or draft* If trading less than three years, all available financial statements up to and including 30 June 2025 (final or draft). NOTE: suitability of any information not prepared by accountants remains at the discretion of the reviewing panel. 2. Sole traders or small business partnerships that do not prepare full financial statements may provide: • Lodged taxation returns# for all three years to 30 June 2025 (or all available up to and including 30 June 2025). • A statement of personal assets and liabilities for each individual (template link available on the ENTF webpage). * *Management prepared financial statements (i.e. from MYOB, Xero or similar and showing business income and expenses and a balance sheet) may be provided in lieu if accountant prepared reports are not yet available.* # *Provided in full (all pages) including the Business Schedule. A standalone Notice of Assessment is insufficient and BAS statements are not required to be provided.*
• Not for Profit Organisations • Community and Progress Associations	A copy of the organisation's constitution or charter.
• Trusts	Where an application involves an entity or individual acting on behalf of a trust, provide a copy of the Trust Deed.

IMPORTANT TO NOTE:

• Failure to provide the required financial information will result in an application not being considered.

• Any personal information collected by the Government of South Australia for the purpose of undertaking a financial review and assessment in relation to an application to the ENTF will only be used and disclosed in accordance with the Government of South Australia's Information Privacy Principles (IPPs), a copy of which can be obtained on the Department of the Premier and Cabinet website.

60. MY BUSINESS HAS BEEN SEVERELY IMPACTED BY NATURAL DISASTERS, WILL THIS BE TAKEN INTO ACCOUNT IN THE FINANCIAL REVIEW PROCESS?

It is acknowledged that there has been a variety of factors which have severely impacted the tourism industry over recent years. This will be taken into consideration in the financial assessment.

61. MY PROJECT REQUIRES DEVELOPMENT APPROVAL. WHAT EVIDENCE DO I NEED TO SUPPLY TO DEMONSTRATE THIS?

To be eligible for the ENTF, projects must be investment/'shovel ready', meaning that all required regulatory and/or development approvals are in place.

If a project requires development approval, applicants will need to supply evidence that they have obtained this.

To do this, an applicant can either provide:

- A copy of their 'Decision Notification Form'

  OR

- A screenshot from the PlanSA website showing the development application number and the table that identifies that full Development Approval has been granted.

The table will be similar to the format below:

NATURE OF DECISION	DECISION DATES	NUMBER OF CONDITIONS
Planning consent	Granted 01/06/2025	1
Building consent	Granted 02/06/2025	1
Developmental approval	Granted 03/06/2025	2

Applications for the ENTF will not be assessed if development approval is required and has not been granted (for example if the project only has planning consent but still requires full development approval).

62. I DO NOT REQUIRE DEVELOPMENT APPROVAL. WHAT EVIDENCE DO I NEED TO SUPPLY TO DEMONSTRATE THAT APPROVAL IS NOT REQUIRED?

If an applicant considers that their proposal does not require planning approval, they are required to:

- Reference the clause of Schedule 4 of the PDI Regulations identifying where their project type is referenced

  OR

- Supply a copy of the results from the PlanSA online tool noting that development approval is not required.

If an applicant has lodged a development application via the PlanSA website and the assessing authority has determined that development approval is not required, the applicant must submit a copy of the Decision Notification Form advising of such decision.

63. WHAT EVIDENCE DO I NEED TO SUPPLY TO DEMONSTRATE MY FINANCIAL CONTRIBUTION TO THE PROJECT COST?

Applicants will need to provide sufficient evidence to demonstrate how they will fund their 20% co-contribution (minimum). If applicants are contributing cash or using funds from overdraft accounts, documentation to confirm that these funds are available is required. A recent bank statement or internet banking screenshot would generally be acceptable. All bank statements and/or screenshots must include the date it was issued/captured and include the name of the account.

If applicants are using external financing, an approval letter from the bank for the amount noted is required. This approval needs to be confirmed/committed and not indicative or preliminary in nature. If there is a contribution from an investor or co-contributor, sufficient evidence should be provided that may include evidence of cash holdings, a share issue, or a binding written agreement. Funding from Federal or Local Government can be considered if the agreement is already in place.

A combination of the above can contribute to the total 20% co-contribution amount.

For example, a combination of cash, bank loan and investor funds that are readily available/approved would count towards the co-contribution amount. Evidence is not required for any in-kind contributions to the project.

64. WHY DO I NEED TO PROVIDE A BUSINESS PLAN AND WHAT INFORMATION SHOULD BE INCLUDED?

Applicants are required to supply some form of business plan. Applicants may choose to upload a business plan that they have already prepared or alternatively, complete the questions located on the online application form under the 'Business Plan' section.

A business plan is required for the ENTF assessment panel to understand the applicant's business, their objectives and direction, and how the proposed project fits within this.

Application and Assessment Process

65. HOW DO I OBTAIN A COPY OF THE PROGRAM GUIDELINES AND THE APPLICATION FORM?

The SATC's tourism industry website contains the program guidelines, online application form and other templates via the ENTF webpage. All applications must be submitted via the online application form. No applications will be accepted via email or mail.

66. WHAT IS THE APPLICATION PROCESS?

An application is submitted to SATC with the required supporting documents. Applicants should take the time to read the example application form to ensure they have all relevant documentation before commencing an application, as only complete applications will be assessed. If applicants intend to enter a national park, they must have in-principle support or a valid licence/permit from DEW prior to commencing an application. Once in-principle support has been received or confirmed that it is not required, applicants can complete the application form online via ENTF webpage.

67. HOW WILL MY APPLICATION BE ASSESSED?

Applications will be assessed competitively against all eligible Round Four applications.

There are eligibility, project and financial reviews undertaken before the application is assessed by the Assessment Panel against the weighted criteria.

At any stage, during this review process, applicants may be asked for further information, however once an application is submitted, an applicant is unable to provide further detail unless requested.

68. WILL STREAM ONE AND STREAM TWO BE ASSESSED DIFFERENTLY?

Applications for Stream One and Stream Two will be assessed against each other. Both streams have the same eligibility and assessment criteria and are funded through the same pool of available funding.

69. CAN I APPLY FOR BOTH STREAMS OF FUNDING FOR THE SAME PROJECT?

No. Applicants can only apply for one project per financial year. If there are multiple elements of a project, the applicant may combine the total cost of each element and apply for a maximum of 80% of the overall value for the combined projects. Applications will be automatically allocated a funding stream based on their total project value.

70. WHEN WILL I FIND OUT WHETHER MY APPLICATION HAS BEEN SUCCESSFUL?

It is anticipated that applicants will be advised of the outcome of their application in November 2025. Applicants may email queries about their pending application alongside their application number to satc.entf@sa.gov.au.

71. I APPLIED FOR PREVIOUS ROUNDS OF THE ENTF, WILL MY APPLICATION AUTOMATICALLY TRANSFER TO ROUND FOUR?

No, applications are not transferred to the new funding round. An applicant can view a read-only version of their application via the ENTF grant portal using the email and credentials used when submitting the initial application.

Funding Details

72. WHAT HAPPENS IF ALL THE FUNDING IS NOT AWARDED IN ROUND FOUR?

The Government of South Australia is not obligated to award all the available funding. If all funds are not awarded, there may be a second round of funding announced in the 2025-26 financial year.

73. IF THE FULL AMOUNT OF MONEY IS NOT ALLOCATED, WHEN WILL IT BE ANNOUNCED IF THERE IS ANOTHER ROUND OF FUNDING?

The SATC will announce if the funding has been fully allocated, and whether there will be any further rounds of funding available for the 2025-26 financial year in early 2026.

74. WHY IS THERE OVER $500,000 AVAILABLE FOR ROUND FOUR?

The full $500,000 for previous rounds were not allocated, therefore the remainder has been added to the pool of funding for Round Four.

75. IS GRANT FUNDING SUBJECT TO TAX?

Yes. Before applying for the ENTF, applicants should seek their own advice on tax implications from a tax advisor or the Australian Taxation Office (ATO).

76. HOW DO I WORK OUT 80% OF THE PROJECT VALUE?

To determine 80% of the project cost, applicants can multiply their total project cost by 0.8.

Unsuccessful Applicants

77. HOW WILL I BE NOTIFIED IF I AM UNSUCCESSFUL?

Applicants will be notified if they are unsuccessful in writing to the email address supplied in their application.

78. IF I AM UNSUCCESSFUL, WILL I BE PROVIDED WITH FEEDBACK?

Yes, letters notifying applicants that they have been unsuccessful will include feedback.

Successful Applicants

79. IF I AM SUCCESSFUL, WHAT HAPPENS NEXT?

Successful applicants will be contacted by SATC via email with details of the successful application, a letter of offer, and grant agreement containing the details of the project and deliverables.

80. MY PROJECT COST HAS INCREASED SINCE I WAS APPROVED FOR FUNDING, CAN I REQUEST AN INCREASE TO THE GRANT FUNDING I WAS AWARDED?

No. Once the application has been approved for funding and an approval letter issued, the grant funding for any project cannot be increased. It is important to ensure all quotations submitted with applications are as current as possible, and all costs are covered in the project amount submitted with the application.

81. CAN I CHANGE THE SCOPE OF MY PROJECT AFTER BEING APPROVED FOR FUNDING?

Successful projects have been assessed and approved by the panel based on the information provided in the application (including the project scope, deliverables, and outcomes). No major project scope changes will be permitted after the project has been approved.

82. HOW DOES THE GRANT AGREEMENT WORK?

The terms of the agreement are available for download via the online application form and must be read and accepted by the applicant prior to submitting their application. A link to the terms can also be found on the ENTF webpage.

83. HOW WILL THE CLAIM PROCESS WORK?

Grantees are required to supply all third-party invoices and submit an online acquittal form upon the completion of their project. Successful applicants will be provided with additional documentation explaining the claim process.

Technical Issues and Support

84. IF I MAKE AN ERROR WITHIN MY APPLICATION, CAN I AMEND IT ONCE IT HAS BEEN SUBMITTED?

As applications are assessed as is and competitively, submitted applications cannot be changed. If an application requires amendment, applicants will need to resubmit and email satc.entf@sa.gov.au to withdraw the incorrect application.

85. WHAT IF I AM HAVING TECHNICAL ISSUES WITH THE ONLINE FORM? WHO CAN HELP ME?

If applicants are experiencing technical difficulties when trying to submit their application, it is important to seek assistance from SATC. For initial assistance, please contact the ENTF team via email satc.entf@sa.gov.au.

86. CAN SATC PROVIDE FEEDBACK OR A LETTER OF SUPPORT FOR MY SUBMISSION?

The SATC is unable to read or provide feedback on applications prior to submission. SATC staff are also unable to issue letters of support for applications to the ENTF.

87. WHO CAN ASSIST ME WITH MY APPLICATION?

Regional Tourism Managers

It is recommended for applicants to discuss the details of their project with the regional tourism organisation representative located in the area of their project. For full contact details, please refer to tourism.sa.gov.au/regions.

SATC Corporate Website

SATC's corporate website contains a range of industry tools and resources which may assist applicants in planning for their project. Please refer to Industry Resources and Tools.