ANNUAL STAKEHOLDER PLANNING WORKSHOP PROCEEDINGS

FRDC National Lead Collaborate Partner Workshop: 26th - 27th October 2016

National Wine Centre, Corner Botanic & Hackney Road, Adelaide SA

Facilitated by Greg d'Arville (NUd'ay Consult Pty Ltd)

Attendance:

Name (Affiliation)	Name (Affiliation)
Jonas Woolford (Abalone Council Australia IPA)	Beth Gibson (Commonwealth RAC)
Nick Savva (Australian Abalone Growers Association IPA)	Mark Crane (Aquatic Animal Health and Biosecurity Subprogram)
Chris Calogeras (Australian Barramundi Farmers Association IPA & Indigenous Reference Group)	Ross Ord (Food and Agribusiness Solutions)
Rachel King (Australian Council of Prawn Fisheries IPA)	Emily Ogier (Social Science and Economics Research Program)
Helen Jenkins (Australian Prawn Farmers Association IPA)	Sarah Jennings (Social Science and Economics Research Program)
Brian Jeffriess (Australian Southern Bluefin Tuna Industry Association IPA)	Alan Snow (Fish Names Committee)
David Mills (Pearl Consortium IPA)	Patrick Hone (FRDC)
Justin Phillips (Southern Rocklobster IPA)	Annette Lyons (FRDC)
John McMath (Western Rock Lobster IPA)	Crispian Ashby (FRDC)
Kim Colero (Western Rock Lobster IPA)	Josh Fielding (FRDC)
Aaron Irving (Pearl Producers Association IPA)	Peter Horvat (FRDC)
James Fogarty (Queensland RAC)	Cheryl Cole (FRDC)
Peter Dundas-Smith (NSW RAC)	Alison Connelly (FRDC)
Peter Rankin (Victorian RAC)	Chris Izzo (FRDC)
Gavin Begg (South Australia RAC)	Skye Barrett (FRDC)
Brett McCallum (Western Australia RAC)	Leah Fergusson (FRDC)
Rik Buckworth (NT RAC)	Nicole Stubing (FRDC)
Jeremy Lyle (Tasmanian RAC)	Wayne Hutchinson (FRDC & Oysters Australia IPA)
Craig Fox (Victorian RAC)	
Kirsten Abernethy (Victorian RAC)	

DAY 1: Wednesday 26th October

1. Welcome and workshop overview

Patrick Hone welcomed the workshop participants and provided an overview on the purpose of the workshop:

- To update on the achievements against FRDC's RD&E Plan 2015-2020
- To discuss priority areas for RD&E investment and areas of collaboration
- To discuss the RD&E application process for 2017 and agree on the priorities for the Open Call Funding Round
- To discuss how best to implement the "Collaboration" – incentive fund in the new RD&E plan
- Identify possible key performance indicators for RAC, IPA and Subprogram RD&E Plans
- how to invest effectively in people development and capacity building, which is something the FRDC is investigating at the moment, but encourages stakeholders to really take the lead on what is needed in this space.

The change to the Research Advisory Committee (RAC) structure over the last 12 months has been about allowing stakeholders to take a leading role in the development of priorities, the FRDC is trying to ensure we have the systems in place to help facilitate this in the most effective way.

Note: all presentations are on the FRDC website:
https://frdc.com.au/research/advisory_groups/Pages/Stakeholder-Workshop.aspx.

2. Presentations:

Presentation 1 Update on progress against FRDC 5 year RDE Plan to date
Patrick Hone

Key points:

- The FRDC is now a year into the implementation of its 2015-2020 RD&E Plan.
- In line with its input, output, outcome, impact monitoring and evaluation framework the FRDC has undertaken a review of the deliverables and targets identified in the RD&E Plan.
- Key outcomes are detailed below:
  - ✓ The FRDC continues to work to have its project management system to not only be a tool for the FRDC to use internally but a tool that stakeholders can access externally to see what research is going on in the FRDC and where. There is still work to be done in this area.
  - ✓ A major difference to this RD&E Plan is that it identifies budgets against priorities and investment areas, including budgets for the RACs and subprograms.
  - ✓ Progress against the three approaches to funding: LEAD, COLLABORATE and PARTNER were varied (refer to summary table in the attached presentation) – e.g. the collaborate incentive fund is currently undersubscribed
- It was identified that an emerging challenge is ensuring that FRDC's RD&E investments address priority areas. Increasingly FRDC funded science is being used to address key issues for fishing and aquaculture – e.g. environmental interactions; resource conflict; community perception

- The FRDC has not achieved its spending targets for the first year of the RD&E Plan, with significant underspends on the national priorities, national infrastructure (including the subprograms) and the collaboration fund.
- There are also some discrepancies in the funding percentages across programs, and project length which the FRDC will visit over the next 12 months of the RD&E Plan.
- Of the national priorities it is national priority 2 which has received the least level of attention, however there are some activities the FRDC is currently undertaking which should improve this over the next year or so.
- See FRDC Annual report 2015-16 for more details

Presentation 2 FRDC RDE Plan 2015-2020 National Priorities
Crispian Ashby

Key points:
- Priority One is *"Ensuring that Australian fishing and aquaculture products are sustainable and acknowledged to be so"*
  - ✓ Activities underway include development of a fisheries management standard, developing bycatch performance metrics, creating greater community and consumer awareness through a seafood documentary with Andrew Ettinghausen and additional species in the Status of Australian Fish Stocks (SAFS) and moving to web based and interactive platforms
  - ✓ These platforms allow SAFS to expand to also include status of aquaculture species fishery information such as bycatch performance, benthic footprint and management information
  - ✓ This is similar to systems developed in the US (FishWatch http://www.fishwatch.gov/) and the UK (Risk Assessment for Sourcing Seafood – RASS http://www.seafish.org/rass/)
  - ✓ The goal is to build a number of platforms that could be tested against the benchmark of the Global Sustainable Seafood Initiative (http://ourgssi.org/)
  - ✓ Other future work includes developing cost effective methodologies for species assessments, developing data guidelines, further scoping Responsible Fishing Schemes and improving community education.
- Priority Two is titled *"Improving productivity and profitability of fishing and aquaculture"*
  - ✓ Minimal activities are underway in this priority and will require a concerted push
  - ✓ Activities to undertake include need to understand current productivity – i.e. asset utilisation etc.; improved fishery output/utilisation and utilising waste streams; new product and packaging development; improved fishing and aquaculture efficiency; understanding habitat repair and what it means to productivity; social and economic values quantified for Indigenous, recreational and commercial sectors
- Priority Three is titled *"Developing new and emerging aquaculture growth opportunities"*
  - ✓ This priority is well developed with the establishment of a subprogram "New and Emerging Aquaculture Opportunities" (NEAO) and a large project co-funded with the Commonwealth R&D for Profit programme on progressing Yellowtail Kingfish production
  - ✓ New activities include the development of a Northern Aquaculture program seeking co-investment with the R&D for Profit program including species such as Cobia, Tropical Grouper, Barramundi and Tropical Rock Oysters and the undertaking of an audit of past and current research to inform future investment

3. Break out session 1: Priorities and collaborative opportunities

The workshop was broken up into five groups. These groups were selected based on their likely overlap and synergies such as the Tasmanian, South Australian, Victorian and Commonwealth RACs brought together in one group to discuss nominated priorities and scope collaborative opportunities. Each group reported their priorities and collaborative opportunities back to the workshop. These were summarised by the FRDC into a priority matrix (Attachment 1: *2017 Priorities alignment*).

In the discussion following the presentation of the group reports, there were several common priorities identified by the RACs and IPAs:
- Understanding impacts of seismic surveying
- Measuring the social and economic contributions of fishing – with a focus on the recreational sector, and on addressing social licence/community support
- Resource access and /allocation
- Data gaps and data deficient species – exploring novel and more efficient/effective approaches to capture and use these data
- People development – capability and capacity
- Integrated assessments/cumulative impacts/environmental monitoring

> **ACTION: Appropriate investment strategies to be developed around these common priorities by the relevant RACs, IPAs and Subprograms to facilitate co-investment into effective RD&E (e.g. research programs, standard methodologies).**

The discussion was opened up to the workshop participants as to whether they were interested in the co-investing in the presented priorities – "would you put a dollar in?". With the subsequent discussion around how collaboration among RACs, IPAs and Subprograms might occur and how might the FRDC aid in facilitating that. This discussion was framed such that the participants considered utilising the Collaborate incentive fund – e.g. one scenario was that multiple RACs would contribute a dollar each to a project and the FRDC would match these dollars.

> **ACTION: FRDC to establish mechanisms and rules to further encourage partners to leverage funding from the Collaboration incentive fund.**

4. Presentations:
Presentation 3 Update on People Development for RACs, Subprograms and IPAs
Ross Ord

Key points:
- Ross Ord was engaged by the FRDC to assist in identifying opportunities for RACs, IPAs and Subprograms to invest in the people development space.
- The data gathering confirmed the industry's people development priorities included:
  - ✓ Interpersonal communications, including: negotiation skills, conflict resolution, mentoring, meeting procedures, dealing with multi-cultural groups
  - ✓ Leadership – short programs which could act as preparation for the National Seafood Industry Leadership Program (NSILP), particularly for industry members including from an indigenous background lacking the entry level skills and/or confidence to apply for the NSILP

- ✓ Leadership – opportunities for NSILP graduates to consolidate skills etc. developed on the NSILP and as preparation for more advanced programs such as ARLP, and to assume higher level representation positions (e.g. governance, negotiating with governments, how Boards run, compliance)
- ✓ Digital technology – connectivity, literacy, data collection, storage and management, range and use of social media
- ✓ Workplace Health and Safety – support for half-day workshops
- ✓ Human Resources – employee attraction and retention, IR laws, EBAs, industry wide induction program
- ✓ Export awareness
- There was support for a consistent Australia-wide program covering foundation skills required by members of local industry associations, as well as providing assistance to businesses to take stock of their current employee practices
- The project findings will be summarised in a matrix capturing the skill and capability requirements matched to available programs.

Presentation 4 SafeFish Update
Patrick Hone

Key points:
- SafeFish undertakes periodic technical reviews to identify existing and emerging food safety, trade and market access issues/hazards (http://safefish.com.au/). The outcomes from these reviews include:
  - ✓ raising awareness of issues of importance to the seafood industry with funders,
  - ✓ form a priority listing for future SafeFish work (based on risk ranking)
  - ✓ encourage researchers and funders to address the issues
- SafeFish held its review workshop at South Australian Research and Development Institute on November 25th to rank the relevant issues/hazards
- Thirteen individual issues/hazards were identified and ranked by the SafeFish committee using a risk matrix, which considered risks in the following categories – trade and market access, public health, regulatory impacts, economic impacts, reputational impacts (media/ political) and environmental /sustainability issues
- Information was provided to the committee enable ranking of risk across each category
- Each issue was assessed and scored by the committee, followed by a discussion and agreement of final scores. A summation sheet was generated showing what the major risk for each issue is, and how it ranked overall. Final rankings were:

High priority	Medium priority	Low priority
Export restriction for canned abalone into China based on Chinese sulphite regulations	Off label chemical use in Australia	Water retention chemicals
Harmful algal blooms (HABs) and their impact on seafood	Per and poly fluoroalkyl substances (PFASs) – formally known as perfluorinated compounds (PFC)	Potentially high levels of mercury in crustaceans
Ciguatera	Parasites in finfish	
Vibrios in bivalve shellfish		
Food fraud and food authenticity		
Arsenic in *Amusium* scallops in WA and QLD		

- One issue, the *development and validation of rapid biotoxin tests kits*, could not be assessed using the current matrix, as it was a benefit not a risk

Presentation 5 Social Science and Economics Program (SSERP)
Emily Ogier

Key points:
- Currently the SSERP undertakes the following 5 activities:
1. *Support the FRDC in managing social and economics RD&E*
- In particular, the SSERCP has focused its support on National strategic issues:
  - ✓ sustainability… *perceptions, social and economic sustainability (flow of benefits)*
  - ✓ productivity… *social and economic barriers and opportunities*
- Providing advice and support
- Undertaking strategic research in the following areas:
  - ✓ Engagement and social acceptability tools and evaluation
  - ✓ Comparable measures of social and economic contributions
  - ✓ Flow of benefits (decision support)
  - ✓ Integrated assessments
2. *Identify (how RD&E can meet) emerging issues and research needs agencies*
- Working with industry associations, FRDC sub-programs, RAC managers, the AFMF and sub-committees
- Participating in Seafood Directions and other industry events
3. *Communicate social science and economic RD&E needs and outcomes*
4. *Ensure quality and relevance of social science and economics projects*
5. *Maintain and build further research capability to meet current and emerging social and economic issues*

Presentation 6 Fish Names and Standard Development
Alan Snow

Key points:
- FRDC is a Standards Development Organisation accredited by Standards Australia "To develop Australian Standards in the fields of terminology, sustainability, and operational practices in the fishing and aquaculture industries"
- FRDC has the following current standards:
  - ✓ As 5300 The Australian Fish Names Standard in place since 2007
  - ✓ AS 4470-1997 Fishing line: Determination of breaking load (which is: an adaption of ISO 1805:2006 Fishing nets – Determination of breaking force and knot breaking force of netting yarns)
- FRDC has several other standards in the pipeline: http://seafoodstandards.com.au/seafood-standards/Pages/default.aspx
1. *AS 5300 – The Australian Fish Names Standard*
- The Australian Fish Names Standard defines and specifies standard fish names for use in Australia. The standard is comprised of two parts:
  - ✓ the introductory words, when Standard Fish Names are to be used, etc.
  - ✓ Annex A – lists of the approved standard fish names
- AFNS comprises ~5000 fish names for both domestic and imported species (refer to searchable database: http://fishnames.com.au/), with species names continually added or amended to the standard in response to stakeholder needs.

2. *Why do we have Standard Fish Names?*
- Marketability and consumer confidence of standard fish names
- Reduce misleading or deceptive conduct through improved accuracy in trade descriptions
- Improved monitoring and stock assessment (SAFS)
- Traceability – more efficient product recall if you are al referring to the same species
- Food safety – improved labelling and species identification – e.g. specific allergens
3. *Future activities*
- Public consultation is about to commence for 22 proposed amendments to the standard approved at FNC 30.
- Implementation of the strategies for Succession Planning of the fish names processes
- Prioritisation and implementation of the strategies from the Fish Names Committee Planning workshop held after FNC 30 on 26 August 2016
- Developing a SRB for the Fishing line breaking strain standard

Following these presentations, there was discussion around the ongoing funding of these programs, and whether changes to the FRDC 5-year RD&E budget were required. It was agreed that it would be extremely useful to expand the Social Science and Economics Program into a dedicated subprogram with an allocated budget like the other Subprograms, IPAs and RACs.

> **ACTION: FRDC to consider moving the Social Science and Economics Research Program into a dedicated Subprogram with a budget allocation to invest in sector, jurisdictional and national priorities.**

5. Break out session 2: Collaborative opportunities

The workshop was broken up into five different groups from break out session 1. This was made up of a mix of RACs, IPAs and Subprograms to ensure that there was a mix of different investment areas to further discuss priorities and collaborative opportunities. Each group reported their priorities back to the workshop and provided linkages.
Common priority areas included:
- Seismic impacts on fish and fisheries
- Data and data gaps
- Aquatic animal health
- Capacity building – with it potentially being considered as an incentive fund opportunity

Social and economic contributions – common across all attendees. This further strengthened the need for a dedicated subprogram for social and economic research and for the funds to be used as a catalyst and to value-add to sector, jurisdictional and national priorities.

> **ACTION: FRDC to review the outcomes of the workshop and priorities, with a view to circulating possible areas of collaboration for the open call process. Link the priorities from across the various partners and put out in the open call for applications in late November.**

> **ACTION: Once the priorities are finalised, the call for applications will be sent out mid-November**

DAY 2: Thursday 27th October

Presentations (continued
Performance reporting and KPI's ideas on how to demonstrate Return on Investment (no Powerpoint)
> Patrick Hone

Key points:
- In general, there is a need to develop better metrics to assess the FRDC's return on investment
- Patrick put to the workshop participants – "what Key Performance Indicators (KPIs) do you want?"
- It was highlighted that there are differing KPI measures that RACs, IPAs and Subprograms might look to adopt; e.g.:
  - ✓ Input measures – e.g.: investment across the five programs; demonstrated co-funding both among RACs/IPAs and among recreational/commercial sectors; efficient processing of applications etc.; spending allocated funds
  - ✓ Output measures – e.g.: projects do not just produce a final report (e.g. other media generated); change in public perception
- It is likely that RACs, IPAs and Subprograms will adopt differing measures
- However, there is potential to use common metrics for determining success in meeting strategic objectives.
- These common metrics can be used to develop report cards for RACs, IPAs and Subprograms, and be aggregated up into the FRDC's annual reporting framework.
- FRDC will continue to undertake traditional cost benefit analyses of annual RD&E investment

Additional to Patrick's presentation, find the link to the referred to "Rural RDC Evaluation Resources" document:
http://www.ruralrdc.com.au/impact-assessment-performance/

And FRDC's new Program Framework and Evaluation Framework 2016:
http://frdc.com.au/about_frdc/corporate-documents/Pages/Funding-Agreement-2015-19.aspx

> **ACTION: FRDC to identify suitable common metrics/KPIs that can be adopted by all RACs, IPAs and Subprograms.**

Presentation 7 Extension and Adoption – do we need to improve and how?
> Peter Horvat

Key points:
- There are projects that are sound and even novel but depending on the researcher may not be extended in the best possible way reaching limited audiences and potentially impeding adoption.
- Extension begins at the project formulation stage by involving the proposed end-users and during the project to keep communication lines open.
- There is always the opportunity to develop extension opportunities at the end of the project and into the future.
- There are some key indicators to show that a project won't be extended – e.g. there may be 'gate keepers' that influence if a project's outputs will be extended.

- One of these can be to have a manager as an end user, have a clear path through RAGs and MACs, without these or a combination of these, success of extension or uptake of results is lessened.
- Is there potential to have a different end product and move away from the stock standard final report? Trying to move towards more product orientated endpoints; however, just need to be careful that into the future that information is accessible regardless of file formats
- Funding for research to be separated from extension. Once research completed the results are provided to an extension node to best develop the extension approach

After the presentation there was a group discussion where it was apparent there is a role for FRDC to continue to help in the area of extension.

ACTION: FRDC to explore mechanisms to enhance extension and adoption.

6. Break out session 3: What does success looks like?

The workshop was broken up into five groups where each RAC, IPA and Subprogram chose a table to discuss one of the five FRDCs RD&E Programs (Environment, Industry, Communities, People and Adoption) regarding "what success looks like" in the form of four measures: inputs, outputs, outcomes and impacts. Using these measures, each group reported on potential KPIs for each of the FRDCs programs; with the general discussion highlighting that RACs and IPAs shared commonalities in how they might consider how they will measure performance against their plans.

For example: The *People Program* identified the following potential KPIs…

Inputs	Outputs	Outcomes	Impacts
Balanced investment – spending the allocated total/% of funds to the 'People' program as per the RD&E plan	Report on #s of successful completions of: training programs, higher degree, leadership training etc.	Increase % of new & competent industry members	Succession across all sectors
Broad training portfolio – balance between academia, industry etc.	Report on #s of new entrants into industry reflecting diverse background of community/industry	High retention rate of upskilled industry members	Improved WH&S: • decreases in worker's compensation • decreases in premiums
Gap analysis	Understand industry needs (e.g. through formal review)	Increase in skills of industry worker matching job requirements	Increased: • workforce diversity • productivity • workforce stability • acceptance of fishing as a career path = recruitment

> **ACTION: FRDC to collate and review the metrics proposed by each group during the break out session 3. These will aid in identifying suitable shared KPIs for all RACs, IPAs and Subprograms.**

After the breakout session Patrick addressed the agenda on succession planning and capacity building. He asked for the workshop participants to provide thoughts on how the FRDC could help in this area. Ideas and comments provided by the participants included:

- It was considered that given the FRDC's reach and networks across all sectors and jurisdictions that a type of 'internship' could be considered where people were able to rotate through industry, government, FRDC or FRDC structures. This would allow individuals to gain good exposure across a broad cross section of the fishing and aquaculture sectors. For example, attendance at various FRDC meetings (as observers) such as RACs/IPAs/Subprograms etc. could provide a 'safe' environment for people to gain initial experience
- The role of deputy chair on the RACs should be seen as a capacity building opportunity
- Articles in FISH magazine and state industry magazines promoting opportunities for capacity building and bringing groups together could be helpful to provide exposure on opportunities
- What opportunities are there for PhD students to stay in the industry after they complete their PhDs? What are models for retention or at least industry placements?
- A process and commitment for senior scientists to guide junior scientists and encourage them to submit applications as the PI, and if successful, manage projects providing them with opportunities to further their careers.
- Scope the potential for state or sector based 'NSLIP like' programs to develop a stepwise approach to leadership development
- Crossover of participants at meetings, for example, a RAC member attends a Subprogram meeting. How do we get better linkages between the various management entities such as RACs, IPAs and Subprograms?
- Currently a gap in indigenous and female representation on RACs as well as other committees and this needs to be further explored and rectified
- Look at the variety of investors in the industry and work out a way to involve them
- Encouraging greater participation and improving access to existing programs
- Facilitating 'Think-tank' type initiatives across all sectors (i.e. research providers, fisheries managers, commercial sectors)

The discussion highlighted that this was a significant area of interest and collaboration across the RACs, IPAs and Subprograms. It was suggested that the incentive fund could be used to promote across sector and jurisdiction capacity building opportunities.

> **ACTION: FRDC to consider using the incentive fund to address the area of capacity building and leadership development. This approach could be used for each subsequent year's allocation of the incentive fund with regard to the stakeholder workshop identifying an annual theme and then allocating the incentive funds against that activity (refer to 9. Next steps table).**

7. Presentations (continued):
Presentation 8 IP and Commercialisation
Patrick Hone

Key points:
- Patrick presented the findings of Len Stephens' review of the potential options for FRDC to diversify and increase its income stream. This report also highlighted approaches to maximising the potential of intellectual property generated through RD&E investment.
- Areas of potential income diversification included:
  - ✓ Project management – FRDC are becoming more proactive in recovering management fees from external sources of funds.
  - ✓ Commercial and technical IP – it was highlighted that some opportunities for retaining/protecting IP have not been maximised. FRDC have currently engaged TechMAC (http://techmac.com.au/) to aid in reviewing projects that are identified as having IP and commercialisation potential.
  - ✓ As a standards business – level of demand to be explored before investing in developing new standards (ie develop a business case)
  - ✓ Service provider, and opportunities to recover costs through fees – e.g. Data analysis, SAFS, Fish Files, Fish Names, SafeFish
  - ✓ Other options included publishing and as an education provider – however, both options require considerable infrastructure investment etc. and there are currently existing service providers in these fields.
- Refer to attachment 2 – Management response to commercialisation opportunities.
- It was suggested that the FRDC are perceived as being "too friendly" (i.e. they already provide a number of these services for free). This may pose a barrier for the implementation of some of these identified income streams.

> **ACTION: FRDC to invest in stakeholder and staff capacity and capability building for innovation and commercialisation e.g.** http://www.pollenizer.com/

> **ACTION: FRDC to work with TechMAC to assess which standards have commercialisation potential, develop business plans for new services, and assist with their implementation.**

Presentation 9 Marketing and RDE
Peter Horvat

Key points:
- Peter Horvat gave an overview of where the FRDC is at in its consideration of providing marketing services and activities for fishing and aquaculture.
- He reminded the audience that marketing services can only be provided where specific industry funding is made available. No RD&E funding will be applied to marketing functions

Key points are as follows:
- There are a number of activities that link and underpin the Australian seafood brand and marketing:
  - ✓ Research, Development and extension – the product and the place
  - ✓ Seafood brand – the price
  - ✓ Seafood marketing – promotion
  - ✓ Seafood consumers
- The FRDC sees that any marketing strategy they implement is about joining the dots.

- It is key to understand roles and influence in the space – FRDC can only influence in the R&D space and cannot influence individual operator ROI, and vice versa.
- Consumer analysis shows there are barriers to seafood consumption:
  - ✓ determining the freshness
  - ✓ making it a value for money buy – certainty of a fridge life
  - ✓ the smell – before, during and after
  - ✓ making it easier and faster to prepare a seafood meal
  - ✓ the mess – during and after
  - ✓ what's the difference: fresh v frozen v tinned
  - ✓ build my confidence – in what I can and might buy and where I buy it from
  - ✓ taking the uncertainty away – from selecting, preparing and a seafood meal (i.e. making it easier to prepare)
- Following this an impact analysis shows how the impact interventions might have on these barriers. A coordinated and targeted intervention could impact and estimated 30% of the group that were impacted by a barrier.
- The FRDC marketing plan has two streams: selling the industry and selling the product.
- At present FRDC's role in marketing is limited to assisting the prawn sectors and wild catch abalone
- The FRDC has existing supporting activities to marketing around data and evaluation:
  - o The FRDC is obtaining qualitative consumer information on all things seafood; and
  - o Data – on supply both domestic and export, all of which will help inform the development of programs and evaluation.

ACTION: FRDC to distribute a post-workshop survey seeking feedback from the participants about the value of the Planning Workshop

8. Actions and next steps

Actions	Current Status	Next steps
FRDC to review the outcomes of the workshop and priorities, with a view to circulating possible areas of collaboration for the open call process. Link the priorities from across the various partners and put out in the open call for applications in late November	Identified in various partner priorities RACs, IPAs, subprograms to be consulted prior to late November call based on workshop notes	RACs, IPAs, subprograms to be consulted prior to late November call based on workshop notes.
Once the priorities are finalised, the call for applications will be sent out mid-November	In progress	RACs, IPAs, subprograms to be consulted prior to FRDC initiating call in late November.
Appropriate investment strategies to be developed around these common priorities by the relevant RACs, IPAs and Subprograms to facilitate co-investment into effective RD&E (e.g. research programs, standard methodologies).	In progress There are common priority areas across RAC's, IPAs and subprograms • Impacts of seismic • Resource access/allocation • Data and data gaps • People development Community support/demonstration of the broader contribution of fishing and aquaculture.	Link the priorities from across the various partners and investigate a plan to address these
FRDC to consider moving the Social Science and Economics Research Program into a dedicated Subprogram with a budget allocation to invest in sector, jurisdictional and national priorities	SSERP is currently a coordination program meaning it has no budget of its own but aids in coordinating research in social sciences and economics	The FRDC to provide funding to SSERP as a subprogram in its own right which will give it its own budget to work with. The hope is that this will operate as a collaboration bucket enabling RACs, IPAs or subprograms to leverage their funding in these areas of research.

Actions	Current Status	Next steps
FRDC to establish mechanisms to further encourage partners to leverage funding from the collaboration fund	Currently the FRDC has spent little of the funding allocated for collaboration from either the 2015/16 or 2016/17 financial years.	The following rules outline how the FRDC will manage the collaboration fund: • Must be two or more partners (RACs, IPAs, subprograms); • To obtain funds the priority must align with one of the three national priorities or the collaborative priorities (workshop priorities = seismic, resource access, data, PD, social license) then for every two dollars brought by the partnership the FRDC will provide one dollar • The collaboration fund is set at $600k per year however this will be managed over multiple years the same as RAC, IPA and subprogram budgets
FRDC to consider using the incentive fund to address the area of capacity building and leadership development. This approach could be used for each subsequent year's allocation of the incentive fund with regard to the stakeholder workshop identifying an annual theme and then allocating the incentive funds against that activity	There is little succession planning that occurs across fishing and aquaculture but also within groups such as the RACs, IPAs and subprograms.	RACs to include capacity and capability on their agendas with ideas to address gaps and how FRDC can help with budget. All RACs should provide opportunities for observers to attend meetings. In addition, key positions should have a second or deputy which provides the opportunity for succession planning or these roles. Careful consideration should be given to these positions to ensure that it is addressing a succession plan adequately.
FRDC to invest in stakeholder and staff capacity and capability building for innovation and commercialisation e.g. http://www.pollenizer.com/	FRDC staff will undergo IP and commercialisation training (scheduled for December 2016)	FRDC to invest in stakeholder and staff capacity and capability building for innovation and commercialisation
FRDC to work with TechMAC to assess which standards have commercialisation potential, develop business plans for new services, and assist with their implementation	Ongoing	FRDC have contracted TechMAC to: • assist the FRDC to update its commercialisation and utilisation policies and procedures • to evaluate new projects identified by the FRDC as having potential for commercialisation (but not to review already completed projects)

Actions	Current Status	Next steps
		• to manage projects against business plans where that evaluation is positive • develop business plans for new services assess which standards have commercialisation potential and assist with their implementation
FRDC to distribute a post-workshop survey seeking feedback from the participants on the new workshop format	Completed	
FRDC to identify suitable common metrics/KPIs that can be adopted by all RACs, IPAs and Subprograms and explore mechanisms to enhance extension and adoption	Ongoing	
FRDC to collate and review the metrics proposed by each group during the break out session 3. These will aid in identifying suitable shared KPIs for all RACs, IPAs and Subprograms.	Ongoing	• Outputs from the workshop will provide the basis for the development of common KPI's • Noting that there were a number of IPAs not represented at the workshop so the metrics and common priorities are only indicative, and gaps should be assumed

9. Meeting Close 3pm.

VIC	SA	TAS	COMM	QLD	NSW	NT	WA	AAHBS	IRG	Recfishing Research	IPAs generic	IPAs generic
Development of Low-Cost Smart Data Collection for Small Scale Fisheries	Informing The Structural Reform of South Australia's Marine Scalefish Fishery	Purple urchin (*Heliocidaris erythrogramma*) fishery of Tasmania: Supporting management and a profitable industry	Re-Examination of Underlying Model Assumptions and Resulting Abundance Errors in the Southern & Eastern Scalefish & Shark Fishery Independent Survey	Informing best-practice fishery management [Fisheries]	Automated data cleaning and validation of fisheries catch and effort data to improve stock assessments	Improved understanding of stock structure with an emphasis on inshore species or species with life history characteristics that may make them vulnerable to localised impact.	Understanding the cumulative and sub-lethal impacts of seismic activity on fish, crustaceans and molluscs, and the possible effects in both the wild and in an aquaculture context.	Nature of disease threats to aquatic animals in Australia	Improved data on Aboriginal and Torres Strait Islanders fisheries resource use to better inform fisheries agency decision making and Indigenous community planning	Social and economic value of recreational fishing	Harvest/farming efficiency	Safety - Shark interactions
Understanding Recreational Fishing and its Impact on Fish Stocks and Habitat	Assessing the Capacity for Sustainable Finfish Aquaculture in the Vicinity of Seagrasses	Review of abalone stock status indicators: is estimation of stock biomass defensible?	Stability in Total Allowable Catches in the Southern & Eastern Scalefish & Shark Fishery: Monitoring and Assessment Strategic Review (Phase 2)	Resource sharing arrangements between fishery sectors: Developing a decision framework	Adaptive management and enhancement of portunid fisheries in NSW	Development and application of rapid assessment methods for multi-species, data limited fisheries.	Aquaculture - Mitigating Environmental Impacts	Diagnostics for endemic and exotic aquatic animal diseases	Indigenous Capacity Building Program		Community engagement/film/ education	Market/consumer data
Developing an Economic Framework for Valuing Australia's Great Southern Seascapes	Integrated Assessment of Spencer Gulf; Status of Ecosystems, Industries and Communities	Socio-economic assessment of the recreational fishery	Improving the Southern Squid Jig Fishery Fishing Fleet's Ability to Catch Squid	Engagement of communities & stakeholders in resource management to provide leadership and resilience within industry	Use of innovative technology as a cost effective means to improve resource assessment outcomes.	Assessing the relevance of key coastal habitats and habitat –related ecological processes, such as tidal inundation and seasonal flooding, to fisheries production and sustainability.	Mitigating the impacts on TEPS, bycatch issues and habitat from fishing activities	Aquatic animal disease therapy and prophylaxis			Diver assessment - industry data and collection methodologies	Capacity building
Strengthening Aquaculture Accreditation Programs	Using Emerging Technology to Assess Recreational Fishing Dynamics	Rebuilding east coast rock lobster stocks: developing an effective management framework and promoting stewardship within the recreational sector	Impact of Seismic Surveys On Scallop Larvae		A development of a Rapid Assessment or mitigation method (or a combination of the two) for those Kingfish and Mahi Mahi that have meat quality that will be compromised when cooked	Improve understanding of economic contributions of fishing to the NT economy	Increase in production and value of the aquaculture industry	Aquatic animal disease ecology and management			Environ impacts/monitoring aquaculture	Social and econ value of industry and contribution to society - local and broader
Understanding Contributors to the Southern Rock Lobster Population: Is Victoria a Source or Sink?	Identifying Opportunities for Development of Underutilised Fisheries and Aquaculture Species	Assessing the impact of marine seismic surveys on commercial scallop and rock lobster larvae	Physics to Fish: Investigate Oceanographic and Environmental Factors Impacting on the Eastern Tuna & Billfish Fishery		Identification of barriers to the adoption of safety equipment in NSW commercial fishing industry and the implementation of mitigative measures to reduce this impediment.	To increase the participation and employment of Indigenous people in the NT commercial fishing, businesses, management and seafood industry.	Lever opportunities under new WA legislative framework		Training and capacity building		Smart data collection	Climate variability
Addressing the Public Perception of the Victorian Fishing Industry		Data poor assessments of by-product species	Can Sawfish Bycatch Within the Northern Prawn Fishery Be Mitigated Through a Novel Electric Device?		Improving mortality and quality of crabs and lobsters in transportation from first point of sale to market		Understanding the social and economic contribution of Aquaculture in a Regional, State and National context, beyond GVP.				Adoption	Seismic
Development of an Inland Rock Lobster Aquaculture System	Seasonality in baseline condition of abalone and consequences for live export: interactions between temperature, growth and body condition? - IPA				Quantifying the Value of Community Engagement						Biosecurity and surveillance	
Multi-Jurisdictional Knowledge Sharing and Collaboration	Parameterising salmonid physiology to better model the link between regional ecosystems and fish production - IPA											
	Lobster Biotoxin management – refining harvest strategy options, sample size, and management in regions without shellfish farming - IPA											
	Efficient Rock Lobster Data Collection - IPA											

Management Response to Commercialisation Opportunities

Recommendation	Management Response
Business Cases for Services All proposals by FRDC staff to implement a new service should include a business case analysis prepared by the staff member, for approval by the Board. Introduce an FRDC services policy	Agree: • All relevant staff to take the Pollenizer 2-day commercialisation boot camp (http://www.pollenizer.com/) – expand this to RACs and other advisory bodies • Contract TechMAC (http://techmac.com.au/) to develop business plans for services (final list to be approved by board based on Len's criteria)
Commercialisation Criteria All RD&E projects that flag potential for development of technical IP should be assessed using a Commercialisation Criteria template. Projects with commercial potential must have a commercialisation agreement appended to the project Agreement on signing.	• Contract TechMAC (http://techmac.com.au/) to develop business plans for managing projects ID as having potential commercialisation
Selling FRDC's Project Management Skills Wrap FRDC project management capacity into a marketable package to attract more Project Specific Cash Contributions. The objectives being to help investors achieve their R&D objectives more effectively and to obtain revenue from project management fees.	• FRDC will establish criteria and costing model for how it will charge for externally managed funds

Recommendation	Management Response
Actively commercialise technical IP Place more emphasis on commercialisation of technology from past, present and future projects. Do this by engaging a commercialisation manager who can work on this task and assist with others in this list.	• Contract TechMAC (http://techmac.com.au/) to develop business plans for present and future projects (NOT past) and also provide contracted support for managing projects ID as having potential commercialisation. The cost of trying to resolve IP and commercialisation from past projects would be very high.
Drive the potential for a standards business Build on FRDC's status as a Standard Development Organisation and JASANZ accredited Certification Body to consolidate the standards and certification service as an FRDC Social Enterprise. Focus on modifications to the Fish Names scheme and completion of the four standards currently under consideration.	• Utilise TechMAC to assess which standards have commercialisation potential and assist with implementation • Do not agree that FRDC should become a certification body – prefer to develop strategic partnerships with appropriate certification bodies (FRDC cannot compete in an area filled by the private sector)
A Commercial FRDC Internet User Service Build on the current Information and Communication Technology (ICT) upgrade at FRDC to introduce a FRDC Internet User Service (FIUS) that requires credit card payments or subscriptions to access some forms of detailed information. Deliver the documents resulting from the following services through the FIUS: • Data reporting and analysis • SAFS, including *Health Check* • Fish Files • Fish Names • SAFEFISH	• TechMAC to assess commercialisation potential and assist with implementation for those services with potential • Do not agree with FRDC Internet User Services charge • Will investigate RIRDC Communities of Practice web based system

Recommendation	Management Response
Investigate linking to the Rural R&D for Profit project on web based Communities of Practice.	
Alliance with a Registered Training Organisation Form an education alliance with a Registered Training Organisation to deliver any new training initiatives. Eg new approaches to fishery management using Future Harvest project results.	• Will contract Anwen Lovett at Food & Agribusiness Solutions to develop a plan to improve how FRDC RD&E outputs can be delivered through a RTO through a commercialisation agreement • Do not agree that FRDC should become a RTO
FRDC as a Publisher Establish an FRDC publishing Social Enterprise to improve quality and delivery of R&D project publications including Final Reports. Deliver primarily through the FIUS, with hard copy if there is consumer demand.	Do not agree: • FRDC's previous experience as a publisher and in selling final reports demonstrated that the costs outweigh the benefits – this has marginal returns