

## Sea Swift Market Connect Program

Operating in northern Australia is challenging but it is a remarkable place filled with wonderful people and cultures with amazing possibilities and opportunities. At Sea Swift, we work hard to keep the communities of northern Australia connected so we can all prosper and grow, with life made that little bit easier for those that make this amazing place their home. Sea Swift has now established an exciting new program to help local businesses get off the ground and be successful in what they want to do.

The **Sea Swift Market Connect Program** provides micro-enterprises with support via logistics advice and discounted freight costs to assist them in reaching markets outside of their immediate area and to help underpin the sustainability of their business.

Sea Swift will also assist successful applicants in getting their products to their market of choice via network introductions.

The goal of *Market Connect* is to support new or emerging businesses in northern Australia by helping to get products where they need to go.



### How to apply

- Complete your Market Connect application form [here](#)
- If you have any questions, please call us on 1800 424 422 or email us at [marketconnect@seaswift.com.au](mailto:marketconnect@seaswift.com.au)



### Eligibility & Criteria

- Sea Swift will consider applications from any Australian individual, partnership, company, association, co-operative, statutory corporation, not for profit, or trust that operates in Northern Australia.
- The activity or project must help Northern Australia prosper and grow, and improve the quality of life for those that make Northern Australia their home.
- The activity or project must deliver on the goals of the program components.
- If your application indicates that you will need to make a financial contribution, you may be required to provide evidence that demonstrates you can meet this commitment over the life of the arrangement.

### How are applications assessed?

There are limits on how much assistance we can provide through the Sea Swift Market Connect Program. To ensure we can achieve the most with what we can invest, we assess every application carefully based on the following criteria:

- How the business case, activity, or project will assist Northern Australia to prosper and grow.
- The degree to which the business case, activity or project demonstrates how it will contribute to improving the quality of life for those that make Northern Australia their home.
- The amount of alignment between the business case, activity, or project, and the goals of this program.
- An assessment team may be used for large projects and may include relevant external experts.



### PARTNERS WANTED

Sea Swift is looking for partners to deliver *Market Connect* on a national and global scale, so it can provide end-to-end logistic assistance. If you are a logistics provider who is interested in seeing Northern Australia prosper and grow, and want emerging businesses to succeed, then please contact Sea Swift on 1800 424 422 or via email at [marketconnect@seaswift.com.au](mailto:marketconnect@seaswift.com.au). We look forward to discussing how, as partners, we can help new and emerging businesses prosper.

**Purpose behind the launch of the Sea Swift Market Connect Program:**

**It's our vision** – we make a difference by connecting regions and delivering opportunity. The Sea Swift team is passionate about growing Northern Australia and improving the standard of living in the region.



We connect remote communities and foster economic development by providing a safe, reliable service, with pride. We live and work in a unique part of the world and our aim is to promote this and make living in Northern Australia easier by connecting our diverse cultures.

Our vision means everything to us because by keeping the communities of Northern Australia connected, we can all prosper and grow, with life made that little bit easier for those that make this amazing place their home. Sea Swift is a highly-professional and commercially-astute provider of full service logistics solutions for anyone that operates and lives in the coastal and island communities of Northern Australia.

Sea Swift delivers essential everyday items for individual customers through to large-scale multi-national corporations.



**How Sea Swift has helped our local communities over its 30-year history:**

<p><b>Manapan Furniture</b> ≡ MANAPAN ≡</p>	<p>Sea Swift provides highly-subsidised backload rates from Milingimbi to Darwin for all completed furniture pieces and assists with the on-forwarding to southern markets. Additionally, as keen supporters of Manapan Furniture, Sea Swift has purchased several pieces of furniture hand-made by craftsmen of the Milingimbi community, and we continue to promote business to Manapan furniture using our networks.</p>
<p><b>Gumatj Corporation</b></p> 	<p>Sea Swift has assisted the Gumatj Corporation by providing freight assistance and subsidised rates for rough sawn timber, roof trusses, and concrete blocks from their micro-enterprises at Gove (Nhulunbuy) in order to provide housing construction at a more affordable price to neighbouring communities.</p>
<p><b>Anindilyakwa Land Council</b></p> 	<p>Sea Swift has assisted the Anindilyakwa Land Council (ALC) by offering an umbrella freight agreement across all related entities enabling a group discount. Additionally, Sea Swift is assisting the ALC with the design of marine facilities associated with Bartalumba Bay and Winchelsea Island. All of these initiatives will support the ALC's desire for self-determination and independence post-GEMCO mining.</p>
<p><b>Northern Land Council</b></p> 	<p>Sea Swift has signed barge access agreements with most of the NLC communities (with a few pending) and as part of these agreements, Sea Swift pays a royalty to traditional owners. Further to this, Sea Swift is in the process of establishing remote facilities to streamline services and increase local employment.</p>
<p><b>Torres Strait Island Seafood Export Service</b></p>	<p>Sea Swift has implemented a service to assist local fishermen to freight their product to Cairns from their home in the Outer Torres Strait Islands (OTSI), providing a similar service to 'mothershipping' via our linehaul service.</p>
<p><b>Knowledge Water – Mandjauwuy</b></p> 	<p>Sea Swift is currently assisting this microenterprise with logistics advice on how best to export bottled water from this remote community south-east of Gapuwiyak (Lake Evella). Sea Swift will also provide construction logistics support and once production commences, we will assist with subsidised backload rates throughout Sea Swift's existing supply chain network.</p>

## FAQs

<p><i>What type of assistance does Sea Swift provide in the Market Connect Program?</i></p>	<p>The Sea Swift Market Connect Program provides support by providing, logistics advice, logistics management, and discounted freight costs.</p>
<p><i>Am I eligible?</i></p>	<p>Applications are accepted from any Australian individual, partnership, company, association, co-operative, statutory corporation, not for profit, or trust that operates in Northern Australia.</p>
<p><i>Does everyone get what they ask for?</i></p>	<p>No, there are limits to the support that can be provided. However, Sea Swift will always work hard to support activities and projects that deliver on the goals of this program.</p>
<p><i>What happens if my application is successful?</i></p>	<p>You will be notified and required to enter into an agreement that will include agreed outcomes based on the information in your application and the objectives of the Sea Swift Market Connect Program. There will be tracking, reporting, and partnership requirements moving forward.</p>
<p><i>If my application is unsuccessful what happens and can I reapply for the same project or program in the future?</i></p>	<p>You will be notified if you have been unsuccessful with a brief explanation of why. Yes, you can reapply, however it is advisable that you seek detailed feedback from Sea Swift on your application before resubmitting an application for the same or similar project.</p>



Thursday Island Depot



Seisia Depot



Groote Eylandt Depot

**For Government assistance programs and other information, check out the sites below:**

[www.business.gov.au/assistance/business-development-and-assistance-program](http://www.business.gov.au/assistance/business-development-and-assistance-program)

[www.indigenous.gov.au/regional-network](http://www.indigenous.gov.au/regional-network)

<https://nt.gov.au/industry/start-run-and-grow-a-business/business-grants-and-funding/indigenous-business-development-program-ibdp>

[www.qld.gov.au/recreation/arts/funding/organisations/indigenous/](http://www.qld.gov.au/recreation/arts/funding/organisations/indigenous/)

[www.iba.gov.au/business-ownership/](http://www.iba.gov.au/business-ownership/)

[www.qld.gov.au/atsi/employment-business/indigenous-leadership-networking/](http://www.qld.gov.au/atsi/employment-business/indigenous-leadership-networking/)