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| Redlands - Psyllid Resistant LeucaenaBusiness OpportunityExpression of Interest Guidelines(2023 Call) *Document prepared by Meat & Livestock Australia*  March 2023 |

Meat & Livestock Australia (MLA) previously collaborated with University of Queensland to develop a psyllid resistant leucaena variety, Redlands, that is increasingly being grown in Queensland. MLA are seeking expressions of interest to take up a further commercialisation licence for Redlands. This document outlines the process and selection criteria for consideration of potential new commercialisation partners.

**Psyllid Resistant Leucaena**

Leucaena is a fast growing perennial tree legume which offers one of the most productive feed base options for northern cattle producers, where rainfall and soils are suitable.

The leucaena psyllid (*Heteropsylla cubana*) is a serious pest of leucaena pastures in Northern Australia and around the world. Susceptibility to psyllid attack is the most important agronomic limitation to existing commercial leucaena varieties.

Released in 2017, Redlands is a psyllid resistant Leucaena variety that was bred by researchers at the University of QLD in partnership with MLA, and released in 2017.

**Licensing Opportunity**

One commercialisation licence to Redlands has already been granted. In order to increase producer uptake, MLA is now inviting Expressions of Interest (EOI) from other potential licensees, particularly with a Northern Australia focus. An open and competitive process of applying for the right to license the variety will be evaluated by MLA. EOI’s will be evaluated on the applicant's responses to the Selection Criteria. Licence terms are available on request.

**Potential Market Size**

The release of a psyllid-resistant variety is expected to increase the range of adaptation of leucaena by 30%, from 4.4 M ha to 5.7 M ha (Shelton *et al.*, 2017).

### The Competitive Advantage

Redlands is high yielding, palatable and specifically bred for psyllid resistance.

Other commercially available leucaena varieties have limited psyllid resistance. Australian PBR protected varieties of leucaena cv. Tarramba and cv. Wondergraze are susceptible to psyllid attack. Many cattle producers who have trialed these varieties have appreciated their increased productivity on their properties, but properties located in higher rainfall and coastal regions have been hampered by psyllid issues.

Well managed Leucaena can more than double the productivity of beef production paddocks in some circumstances. Leucaena also has the ability to reduce the intensity methane emissions in cattle (kg NH4 emitted per kg beef produced). A methodology that may allow producers to claim credits for their leucaena farming systems is currently seeking government approval.

**Variety Limitations in Adoption**

Specific limitations to the adoption of leucaena include:

* Understanding of establishment is important. Establishment costs act as an initial barrier for producer adoption.
* As leucaena is a tree-based perennial, it requires slightly different expertise than most other pasture varieties.
* Due to leucaena’ s prolific growth and endurance (once established), leucaena has the potential to become a weed issue.
* For maximum benefit to cattle properties, leucaena should be grown in conjunction with other pasture varieties.

**Intellectual Property**

The Redlands variety intellectual property is owned by UQ and MLA. The new variety has undergone DUS (distinctiveness, uniformity and stability) trials and securing Australian PBR. Redlands has also been DNA profiled.

**Prospective Licensees – What are we looking for?**

Successful adoption will require the engagement of a specialist seed production and commercialisation company able to provide quality seed and service the cattle industry seed requirements.

The selection criteria to be used to assess the EOIs are:

1. **A demonstrated track record in commercialising pasture plant varieties with the capability, commitment and resources to commercialise the new leucaena variety throughout Northern Australia**

The ideal licensees will have intent and resources to commercialise the leucaena variety and be able grow out and distribute seed in Northern Australia.

Potential partners need to be able to demonstrate an understanding of growing legumes, preferably *Leucaena,* have the ability to produce good quality seed and commit to plant out seed in multiple locations (which may be through a sub-contracted grower agreement) to reduce risk of seed production failure.

1. **Capability to increase adoption of Redlands in Northern Australia and provide support for new leucaena growers**

The ideal licensee will promote, provide education and support to a rapidly growing leucaena market, including agronomic support to producers.

Potential licensees must commit to developing and implement a marketing plan, which covers grow out, ensuring enabling Australian distribution channels focused on the Northern Australian pasture systems.

1. **Willingness to reduce weed issues**

Due to leucaena’ s prolific growth and endurance (once established), leucaena has the potential to become a weed issue. In order to reduce the weed issue, the Leucaena Network has developed a Code of Practice (<http://www.leucaena.net/codeofconduct.pdf>). All licensees will be required to promote and abide by the Code to ensure that the risk of leucaena being declared a ‘weed’ in specific regions is reduced. A willingness to adhere to the Code of Practice should be demonstrated in the EOIs.

**4. Demonstrated experience in advocating for, establishing and managing leucaena**

Experience in the establishment and management of Leucaena and a track record of advocating for the use of Leucaena are desired but not essential.

**An Expression of Interest**

Expressions of Interest are now invited from interested potential licensees.

Estimated EOI timeline, by:

**13 April 2023**: Initial EOI interest registered with MLA

**30 April 2023**: EOI received by MLA, written (soft copy or hard copy acceptable)

**15 May 2023**: Successful licensees notified, subject to agreement on standard licensing terms

\*Timelines may be subject to change due to unforeseen circumstances, at MLAs absolute discretion

**Contact**:

If you would like further information on the new leucaena variety, including licence terms, trial site visit, trial results and/or explanatory presentation, please contact ether:

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**Reference:**

Shelton, H. M., Giles, G., & Lambrides, C. (2017). Psyllid resistant leucaena to market. *Final report. Meat & Livestock Australia, Sydney, Australia. bit. ly/2ZyiUBF*

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