Tasmanian Industry Participation Plan Executive Summary

Departure Gate Expansion – Launceston Airport

The Tasmanian Government is committed to maximising opportunities for local suppliers to compete for and win Government contracts. Suppliers/proponents are requested to prepare a Tasmanian Industry Participation Plan (TIPP) outlining the broader economic and social benefits to the Tasmanian economy and wider community of being awarded a contract:

- for all procurements valued at $5 million or more;
- for nominated procurements (at the discretion of the procuring Government entity) valued at greater than $2 million and less than $5 million; and
- for private sector projects valued at $5 million or more that receive support, including in-kind support, valued at $500 000 or more from the Government.

Procurement/Project details

Procurement/Project ID	**APAL Reference: CP1012**
Procurement/Project title	Departure Gate Expansion – Launceston Airport
Name of Responsible Agency/Entity	Australia Pacific Airports (Launceston) Pty Ltd

Supplier/recipient details

Name of supplier/recipient	**Beardwood Pty Ltd**
Contact details of supplier	(03) 6406 5999 or admin@beardwoodgroup.com

Executive summary

LAUNCESTON
AIRPORT

TASMANIAN INDUSTRY PARTICIPATION PLAN

Executive Summary

Departure Gate Expansion 2026

Project ID	APAL Reference: CP1012
Project Title	Departure Gate Expansion — Launceston Airport
Responsible Agency	Australia Pacific Airports (Launceston) Pty Ltd (APAL) ABN 79 081 578 903 202 Evandale Rd, Western Junction TAS 7212
Supplier	Beardwood Pty Ltd ABN 37 617 260 885 45 Devonport Road, Quoiba TAS 7310
Endorsed by	Luke Beardwood Director 23 January 2026

01 LOCAL EMPLOYMENT & ECONOMIC IMPACT

80+	6+	100%	14,000
Full-Time Tasmanian Employees	New Jobs Created	Tasmanian Labour Hours	Hours Committed to this Project

Beardwood Pty Ltd is a substantial Northern Tasmanian SME with established offices in Launceston and Devonport. The company currently employs over 80 full-time Tasmanian workers across management, administration, and on-site construction trades — including in-house painting and bricklaying teams.

EMPLOYMENT COMMITMENT

- Minimum six (6) new full-time Tasmanian positions created through this contract, primarily in skilled trades and apprenticeships, bringing the total workforce to 85+ employees.
- 100% of labour hours worked by Tasmanian-based employees and local sub-contractors, retaining all wage expenditure within the state economy.
- Minimum two (2) new apprentices in the Carpentry / Construction trade, directly addressing local skills needs.
- An estimated 14,000 hours will be dedicated to this $8.154M (ex. GST) construction contract by Beardwood personnel.

REGIONAL ECONOMIC STIMULUS

- Over 85% of the total contract value expended on Tasmanian goods, services, subcontracts, and wages — maximising financial reinvestment into the state economy.
- Prompt payment practices provide financial certainty and reliable cash flow to Tasmanian SMEs throughout the supply chain.

02 LOCAL SOURCING & SUPPLY CHAIN

Beardwood's delivery model is built on deep integration with the local Tasmanian supply chain. All goods and services not directly provided by Beardwood will be sourced from established Tasmanian SMEs, subject to technical specification requirements.

INDICATIVE LOCAL SUPPLY CHAIN

Structural / Civil	Northern Tasmanian structural steel fabricators, concrete suppliers, and aggregates
Mechanical (HVAC)	Northern Tasmanian specialist mechanical services firms
Electrical	Pre-qualified Tasmanian electrical contractors
Hydraulic / Plumbing	Local plumbing and fire services contractors
Roofing / Cladding	Tasmanian-based roofing specialists
Timber — Frames & Trusses	UBC Frame and Truss (Beardwood sister company) — Tasmanian manufactured
Joinery / Cabinetry	Northern Tasmanian joinery and cabinet manufacturers
Plant & Equipment	Local firms for hire and support services

03 SME ENGAGEMENT, SKILLS & COMMUNITY

Beardwood's engagement strategy is transparent and inclusive, maximising access for local SMEs of all sizes through a combination of existing supply chain relationships and open market participation.

SME IDENTIFICATION & FAIR ACCESS

- Hybrid procurement approach: pre-qualified local contractors engaged for core specialist trades where quality and reliability are paramount.
- Work packages structured into smaller, manageable segments where possible, allowing smaller Tasmanian specialist firms to compete for components aligned with their capacity.
- Tender evaluation weighted for local employment footprint, proven local material sourcing, and contribution to Tasmanian skills development — not solely lowest price.
- Active liaison with the Tasmanian Building and Construction Industry Training Board (TBCITB) to maximise SME visibility and participation.

WORKFORCE DEVELOPMENT & SKILLS PATHWAYS

- Minimum two (2) new apprenticeships in Carpentry / Construction, directly addressing critical local skills shortages.
- Collaboration with local job service providers and community organisations to identify candidates for entry-level and pre-apprenticeship positions.
- Partnership with St Patrick's College for pre-apprenticeship mentoring, work experience, and pathway support into stable employment.
- Mentoring of smaller Tasmanian firms on site, sharing best practices in safety, quality management, and large-scale project coordination to build future capability.

COMMUNITY SUPPORT

- Long-standing formal sponsorship of Northern Tasmanian sporting clubs including Mowbray Golf Club and Sheffield Football Club.
- Ongoing charitable support for Speak Up Stay ChatTY (mental health) and Movember.
- As a locally owned company, Beardwood is personally invested in the long-term success of Launceston Airport as a regional economic asset.

** A Tasmanian SME is a Tasmanian business employing fewer than 200 people.*