

Attachment C: Tasmanian Industry Participation Plan



Procurement Details

Procurement reference no.	2376
Procurement title	Epping Forest to Powranna Road Improvements and Safety Upgrade
Name of responsible agency / entity	Department of State Growth

Supplier details

Name of supplier	Fulton Hogan Construction Pty Ltd
Contact details for supplier	Leonard Bam Senior Construction Manager, Southern Region Fulton Hogan Construction Pty Ltd

Executive Summary

Fulton Hogan is a wholly owned Australian / New Zealand business with a local and permanent workforce situated in Tasmania. Having grown over the years to circa 6,000 employees, Fulton Hogan surpasses the 250 staff member threshold to be classified as an SME. From a local workforce perspective however Fulton Hogan Tasmania is equivalent to an SME with less than 250 workers in the division. Being a family initiated company we maintain the family values which underpin the business and connect us to the 100+ communities we work within. Founded in 1933 in New Zealand, Jules Fulton and Bob Hogan teamed up as partners to start a contracting business and create a future for their families. Those families, together with employees, still hold a major stake in our public, non-listed company. One of the keys to Fulton Hogan's longevity and sustained growth over time is its commitment to encouraging the workforce to be shareholders. Currently 45% of Fulton Hogan is owned by the workforce, with the remaining 55% owned by the Fulton and Hogan families. This means that as the Tasmanian business grows so does the ownership within Tasmania. Another cornerstone to our success is the ongoing commitment of 50% of all profits going straight back into the business as reinvestment. An example of this reinvestment is the recent purchase of Venarchie Contracting, a prominent Tasmanian contracting business, and our commitment to retaining the entire existing workforce and management of the business. Not only does this facilitate the growth of Venarchie and our people, it demonstrates our long term commitment to Tasmania.

Tasmania is an important region within our Southern Construction business, with the recent acquisition of Venarchie, Tasmania is home to 65 Tasmanian based full-time Fulton Hogan staff. Fulton Hogan is committed to the long-term growth of our business in Tasmania and is therefore wholly committed to supporting the Government in their infrastructure developments. It is our aim to continue to replicate this commitment to local content for the Epping Forest to Powranna Road Project; a key strategy of achieving this is by maximising local content through strategic partnerships with reputable contractors and suppliers.

This partnership arrangement with well-established local contractors facilitates strong channels for revenue associated with the works to flow broadly into the State's economy. Futon Hogan has a strong history of aligning with key Tasmanian contractors to deliver projects and now that we've been operating in Tasmania for over 6 years, combined with our commitment in the purchase of Venarchie, we are in a position to partner more closely than ever with Local SMEs in this arrangement. We believe that at the completion of this project each key partner will be stronger, more capable to deliver works for DSG and others in their own right and better positioned to use this model and partnership for future projects as appropriate.

Completed and endorsed (Supplier)

Leonard Bam, Senior Construction Manager – Southern Region Construction

(Name and position – print)



(Signature)

26 October 2017

(Date)