

## SECTION 7: TASMANIAN PARTICIPANT PLAN

Procurement Details	
Procurement Reference No.	J503B
Procurement title	Penguin District School Major Redevelopment
Name of Responsible Agency/Entity	Department of Education
Supplier Details	
Name of Supplier	Vos Constructions and Joinery Pty Ltd
Contact details for supplier	MARK SMITH 40 Appledore Street, Devonport <a href="mailto:msmith@vosgroup.com">msmith@vosgroup.com</a> (03) 6424 4444

### 7.1 TIPP EXECUTIVE SUMMARY

- Vos are a family owned Tasmanian business with strong ties to the local community and an ongoing commitment to maximizing opportunities for local Tasmanian businesses.
- We are committed to engaging only local SMEs to deliver this project, and anticipate that 100% of the goods and services will be procured from local providers.
- We are committed to the future of the Tasmanian construction industry, and have an active apprenticeships program, and foster the cross-transfer of skills between our staff and subcontractors.
- We anticipate that the Penguin District School Major Redevelopment project will provide \$14 million of local employment for SMEs in the Penguin area.

### 7.2 LOCAL SME INDUSTRY IMPACT

Vos Constructions and Joinery Pty Ltd is a family owned and run Tasmanian business with offices in Launceston, Devonport and Hobart and a wider presence throughout Australia.

Formerly known as Laver Pty Ltd, we are a privately-owned company established in 1967 and incorporated in 1986. We have operated successfully in Tasmania for over 47 years, and have been a 100% family owned business, owned and operated by the Vos family. In 2008, Vos acquired Matthews Construction Pty Ltd, a Devonport based construction company with long history of supporting the local community with many long serving employees and apprentices, and we have continued this commitment.

Today, Vos employs more than 257 staff in Tasmania, 47 of whom are based on the Northwest Coast of Tasmania. Our annual turnover exceeded \$140m for the 2019 financial year and it is projected to be around \$190m for the 2020 financial year. The company directly contributes more than \$17m in wages

to the Tasmanian economy. Due to the multiplier effect for industry utilising local suppliers, our total annual input to the local economy is approximately \$122m, based on awarded contracts for the 2019 financial year.

As indicated by the table below, we anticipate that the Penguin District School Major Redevelopment project will see employment for over 150 people during the project duration, ranging from all aspects of the project e.g., on-site works, off-site manufacturing including draftsman, apprenticeships in trade areas, accounts department, project management from all departments including subcontractors, and delivery drivers all of which can be filled by local Vos staff and SMEs from Tasmania's northwest coast region. Not only will the project create jobs in the northwest region but assist in maintaining current full-time positions in all sectors during the project duration.

Vos knows that the construction industry provides a multitude of jobs for all levels and segments of society. With the recent impact on society and small businesses due to Covid-19 crisis. If we were successful, we intend to maximise the opportunity to indirectly support many local retailers, suppliers and recreational facilities in the Penguin township during construction.

This would include supporting local takeaway and food outlets e.g., Letterbox Cafe, Penguin Country Bakehouse, Lane's IGA Supermarket, the Ironcliffe Road Store and other coffee shops along the Penguin foreshore that would provide smoko and lunches for the work force. We anticipate that the nearby recreational facilities will be seen as an after work indulgence e.g., Penguin Golf Club, nearby Mountain Bike Park and Penguin Bowls Club as well as other nearby recreational facilities. Our own workforce and other well-known contractors are known for their contribution to recreational sports and social interaction with one another, we anticipate these nearby areas will be enjoyed by many.

Subcontract labour for the various trade packages within this project will travel to and from the site on a daily basis, bringing benefits to the local township economy. From local truck drivers delivering goods to site, there will be indirect economic benefits to be community through the purchase of meals, food and various minor materials being purchased from local and nearby stores in the Penguin area e.g. fuel from the Penguin Caltex service station, Lane's IGA supermarket and create a positive feeling amongst the community, through the construction of this educational facility that will have a positive impact of the community and youth in the area.

The major redevelopment and construction of the district school will enable the school to increase student enrolment, whilst improving existing facilities for current students and staff members. The improved facilities and capacity to accommodate more students will reduce the loss of local families to schools outside the Penguin community.

The reputation of a well-established education facility catering to students from Early Learning to Year 12 will be a drawcard for the local community in terms of future population growth, and business to the Penguin area.

### 7.3 GOODS AND SERVICES TO BE UTILISED IN THE CONTRACT

The following table identifies the goods and services we expect to purchase in order to complete the contract:

Identified goods or services	Total estimated value	Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)	Location of supplier (where already determined through existing supply chain arrangements)	If supplier not yet determined, is there a local SME market for same? (Yes/No)
Earthworks	\$2.1m	Treloar	Devonport & Ulverstone Regional Area	YES Local earth working Quarries
Formwork material for forming up	\$10K	Becks Home Timber. Ulverstone Building Supplies, Bunnings	Devonport & Burnie Ulverstone	Yes – Local supplier.

concrete construction				
Reinforcement supply	\$180K	Australian Reinforcement Company - ARC	Burnie	Yes – Local supplier.
Concrete Supply	\$150K	Hanson Concrete Plant	Devonport & Burnie	Yes – Local supplier.
Brick & Blockwork Supply and lay	\$200K	Lillico Bricklaying	Ulverstone	Yes – Local supplier.
Timber Framing Elements	\$150K	Becks Home Timber. Ulverstone Building Supplies, Bunnings	Devonport & Burnie Ulverstone	Yes – Local supplier.
Cladding and external Linings	\$22K	Becks Home Timber. Ulverstone Building Supplies, Bunnings	Devonport	Yes – Local supplier.
Structural Steel Elements	\$1.1M	Crisp Bros	Wynyard & Launceston	Yes – Local Steel working business.
Roofing and plumbing items	\$780K	MSM	Devonport	Yes – Local supplier.
Windows and glazing	\$930K	GP Glass	Devonport	Yes – Local Suppliers
Plasterboard and ceiling linings	\$1M	Jopson Plastering	Devonport	Yes – Local Suppliers
Timber Doors & Frames & hardware	\$92K	Access Hardware	Launceston	Yes – Local Suppliers
Joinery	\$845K	UCI	Ulverstone	Yes – Local Suppliers
Painting	\$190K	Cambridge/Brads Painting Services	Devonport / Ulverstone	Yes – Local Suppliers
Floor Coverings	\$420K	Choices Burnie	Burnie	Yes – Local Suppliers
Plumbing and drainage works	\$790K	Palmers Plumbing	Devonport	Yes – Local Suppliers
Electrical Services	\$1.2M	IFE	Launceston	Yes – Local Suppliers
Landscape	\$1M	Vos	Launceston / Devonport	Yes – Local Suppliers
Mechanical Services	\$618K	Degree C	Ulverstone	Yes – Local Suppliers
Vos Direct Wages	\$900K	Vos Devonport office	Devonport	Yes – Local Suppliers

#### 7.4 OPPORTUNITY FOR LOCAL SME INVOLVEMENT

We bring a loyal and dedicated crew to each and every project we undertake and, wherever possible, we endeavour to utilize local sub-contractors, trades and materials. We have developed a detailed list of Tasmanian based preferred consultants, suppliers and subcontractors developed over many years.

Due to the scale and complexity of this project and our established relationship with local Tasmanian businesses and subcontractors, we anticipate that there will be only one contractor required outside Tasmania, this contractor specialises in timber sports flooring required in building 3 Gymnasium. Due the current Covid-19 crisis, all precautions and procedures will be considered in arranging this specialized contractor.

We have invited subcontracts and suppliers to tender for this project from the local region to maximize the opportunity for the locals to secure work for this project. Wherever necessary, we have divided up procurements to allow groups of smaller, local suppliers to compete on an even playing field with larger, interstate suppliers.

We provide access to complete tender documents via Procore so local SMEs can download and print documents as required. We also offer dedicated one-on-one reviews of tender documents with subtrades and suppliers to assist them with scope and detail, to ensure they have the understanding of the project necessary effectively tender.

## 7.5 BROADER ECONOMIC OPPORTUNITIES

In addition to the local economic benefits outlined above, we see the Penguin District School Major Redevelopment project as an opportunity to further our training and apprenticeship program and to help local SMEs broaden their skillsets and experience.

- We employ 51 apprentices across Tasmania, 10 of whom are based on the northwest coast and will directly benefit from exposure to this project.
- We are proud of the long-standing relationships that projects of this kind have allowed us to develop, and look forward to building new relationships during this project.
- We encourage local subcontractors to work as an integral part of our team to help deliver the completion of our projects on time, as this incorporation facilitates and encourages the cross-transfer of skills between Vos employees and local SMEs.

With Vos as the successful tenderer for the project, a direct impact to Tasmania's work force will occur, reducing the state's unemployment rate. As the Australian Construction Industry directly employs about 9 per cent of Australia's labour force (indirectly many more). It is also Australia's largest employer of young people with 43 per cent of employees being aged 15-23 compared to 38 per cent across all other sectors. This project brings possibilities of additional requirements for administration and management roles, as well as additional carpenters and/or apprentice opportunities, benefitting both Vos' workforce and the broader community.

## 7.6 COMMITMENT TO OUR COMMUNITY

Furthermore, our commitment to making a positive difference for the Tasmanian community can be demonstrated through the work of the Vos Foundation, which was founded in 1987 to help those who are suffering extreme hardship in the communities where we live and work.

Each year, 10% of the profits of our business are donated to the Vos Foundation to help people in need both in Australia as well as overseas. We also get involved in using our skills to do projects for individuals or organizations that need help.

Some examples of this type of work completed in kind are:

- Rosies Room – the project consisted of converting a young family's garage into a therapy room for a little one year old girl Rosie, who has some serious developmental needs. This additional space was needed for Rosie's equipment and to improve the quality of her life. <https://rosieyouaremysunshine.wordpress.com/2018/05/10/it-takes-a-village-to-raise-a-child/>
- Alterations to St Giles in Launceston – convert the store 4 room into an accessible toilet.
- Donated a kitchen to Leigh and Margie who are both facing some serious health challenges.
- Donation to Grace Street – some of our employees arranged BBQ fundraisers around some of our sites for a little girl that needed to go to the U.S. for life saving treatment.

Other local organisations the Vos Foundation supports include Devonport Chaplaincy, City Mission Launceston, and Teen Challenge Launceston. On a global scale, Vos Foundation has for a number of years supported 'Child Survival' projects in the Philippines through Compassion as well as Samaritans Purse who provide Christmas presents in shoeboxes to kids in need around the world. With the main beneficiaries aimed at providing community relief during emergency crisis, we are certain that the Vos Foundation is making a positive difference during the Covid-19 emergency crisis and will continue to show support where possible during this time of uncertainty.

Completed and endorsed (Supplier) **Vos Construction and Joinery P/L**

(Name and Position – Print) – **Mark Smith - Estimator**

3rd November 2020